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* Cover Sheet
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*** 09/045386 ***

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* Prepared for: Leslie Nguyen
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* By : Malinda Garris
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* Date : July 12, 2000
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HI,
Attached are your search results. Please review and let me know if you
have any questions. My number is 305-0757. I will be off June 13-14,
returning July 17.
Thanks.

Malinda Garris
Technical Information Specialist
EIC 2700

Best Available Copy

Access DB# 20377

(32)

705/16

SEARCH REQUEST FORM

Scientific and Technical Information Center

Requester's Full Name: LESLIE K. NGUYEN Examiner #: 77919 Date: 07/16/06
Art Unit: 2766 Phone Number 304-5540 Serial Number: 09045386
Mail Box and Bldg/Room Location: 5901 Results Format Preferred (circle): PAPER DISK E-MAIL
PK 2

If more than one search is submitted, please prioritize searches in order of need.

Please provide a detailed statement of the search topic, and describe as specifically as possible the subject matter to be searched. Include the elected species or structures, keywords, synonyms, acronyms, and registry numbers, and combine with the concept or utility of the invention. Define any terms that may have a special meaning. Give examples or relevant citations, authors, etc, if known. Please attach a copy of the cover sheet, pertinent claims, and abstract.

Title of Invention: METHOD AND APPARATUS FOR CONTROLLING THE PERFORMANCE IN A SUPPLEMENTARY PROCESS

Inventors (please provide full names): JAY WALKER et al 11/2 A/PIS

Earliest Priority Filing Date: 20 MARCH 1998

For Sequence Searches Only Please include all pertinent information (parent, child, divisional, or issued patent numbers) along with the appropriate serial number.

PLEASE PREFER A BACKGROUND AND PRIOR ART SEARCH.

BASIC CONCEPT: METHOD AND APPARATUS TO MONITOR STORE ACTIVITY AND
CONTROL SUPPLEMENTARY PROCESSES (PRINTING COPIES, UPSELLING
TO A BETTER PRODUCT) AT THE POINT OF SALE TERMINAL BASED
ON THE STORE'S ACTIVITY.

BIZWORD(S): POINT OF SALE (POS) / CASH REGISTER / CHANGE (EXCESS MONEY)
UPSELL / CROSS SEL / SUPPLEMENTARY PROCESS
MONITOR ACTIVITY
RETAIL
(VENDER
INVENTIVE

07-10-06 A 11:17

STAFF USE ONLY		Type of Search	Vendors and cost where applicable
Searcher:	<u>77919</u>	NA Sequence (#)	STN _____
Searcher Phone #:	<u>304-5540</u>	AA Sequence (#)	Dialog _____
Searcher Location:	<u>F11 2710D</u>	Structure (#)	Questel/Orbit _____
Date Searcher Picked Up:	<u>7/12</u>	Bibliographic	Dr.Link _____
Date Completed:	<u>7/12</u>	Litigation	Lexis/Nexis _____
Searcher Prep & Review Time:		Fulltext	Sequence Systems _____
Clerical Prep Time:		Patent Family	WWW/Internet _____
Online Time:		Other	Other (specify) _____

File 15:ABI/Inform(R) 1971-2000/Jul 12
(c) 2000 Bell & Howell
File 9:Business & Industry(R) Jul/1994-2000/Jul 11
(c) 2000 Resp. DB Svcs.
File 623:Business Week 1985-2000/Jul W1
(c) 2000 The McGraw-Hill Companies Inc
File 810:Business Wire 1986-1999/Feb 28
(c) 1999 Business Wire
File 275:Gale Group Computer DB(TM) 1983-2000/Jul 12
(c) 2000 The Gale Group
File 624:McGraw-Hill Publications 1985-2000/Jul 11
(c) 2000 McGraw-Hill Co. Inc
File 813:PR Newswire 1987-1999/Apr 30
(c) 1999 PR Newswire Association Inc
File 636:Gale Group Newsletter DB(TM) 1987-2000/Jul 12
(c) 2000 The Gale Group
File 621:Gale Group New Prod.Annou.(R) 1985-2000/Jul 12
(c) 2000 The Gale Group
File 16:Gale Group PROMT(R) 1990-2000/Jul 11
(c) 2000 The Gale Group
File 160:Gale Group PROMT(R) 1972-1989
(c) 1999 The Gale Group
File 148:Gale Group Trade & Industry DB 1976-2000/Jul 12
(c) 2000 The Gale Group
File 20:World Reporter 1997-2000/Jul 12
(c) 2000 The Dialog Corporation plc

Set	Items	Description
S1	330171	POP OR POINT()OF()PURCHAS? OR POINT()OF()SALE OR POS OR EP- OS OR ELEC?()POINT(N2)SALE? OR CASH()REGISTER? OR SALES?(N2)T- ERMINAL?
S2	171756	(MONITOR? OR TRACK? OR OBSERV? OR MEASUR? OR OVERSEE) (N4) (ACTIVITY? OR SALES OR PURCHASES OR PURCHASING OR TRANSACTION- ?)
S3	92780	(ADDITIONAL? OR SUPPLEMENT? OR SECONDARY?) (N4) (PROCESS? - OR FUNCTION? OR ACTIVITY?)
S4	66062	COUPON(N2)PRINT? OR COUPON?(N2)PRODUC? OR UPSELL? OR CROSS- ()SELL? OR CUSTOMER(N2)REBAT? OR SHOPPER?(N2)INCENTIVE? OR CU- STOMER?(N2)INCENT? OR CONSUMER?(N3)REWARD?
S5	7241	S1 AND S2
S6	489	S5 AND (S3 OR S4)
S7	108	S5(S) (S3 OR S4)
S8	1540	S1(S)S2
S9	8	S8(S) (S3 OR S4)
S10	308	S1(S)S3
S11	4	S10 (S) S2
S12	78	S7 NOT PY=1999:2000
S13	57	RD (unique items)
S14	7	RD S9 (unique items)
S15	3	RD S11 (unique items)
	?	

13/3,K/1 (Item 1 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01711463 03-62453

Front to back

Dilger, Karen Abramic
Manufacturing Systems v16n9 PP: 56-68 Sep 1998
ISSN: 0748-948X JRNL CODE: MFS
WORD COUNT: 2770

...TEXT: moving well. Customer service reps can up-sell and cross-sell, or an icon may **pop** up to remind them to suggest a training program."

On-line users can find out...

13/3,K/2 (Item 2 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2000 Bell & Howell. All rts. reserv.

01600003 02-50992

Survival strategies for small acquirers

Demery, Paul
Credit Card Management v10n12 PP: 54-58 Mar 1998
ISSN: 0896-9329 JRNL CODE: CCM
WORD COUNT: 1563

...ABSTRACT: card-accepting point-of-sale terminal, ANB figures, since merchants usually need both telephone and **POS** terminal service before they can open for business. ANB's agreement with Ameritech allows the telephone company to **cross -sell** telecommunications services along with **POS** terminals to thousands of its business customers. In New England, a new army of merchant...

...TEXT: telephone company, which operates in the states of Illinois, Indiana, Michigan, Ohio, and Wisconsin, to **cross - sell** telecommunications services along with **POS** terminals to thousands of its business customers. This effort plays into ANB's hands by...

... where Ameritech has its customer base, the regional phone company expects eventually to extend its **terminal sales** nationwide as its local customers expand geographically. At the same time, ANB is looking forward
...

13/3,K/3 (Item 3 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2000 Bell & Howell. All rts. reserv.

01599705 02-50694

Emerging technologies to lure more IT dollars but core channels, systems remain the focus
Redman, Russell
Bank Systems & Technology v35n4 PP: 10-11 Apr 1998
ISSN: 1045-9472 JRNL CODE: BSE
WORD COUNT: 1073

...TEXT: These include data warehousing, data mining and decision-support solutions that can collect, sort and **track transaction** and account data, which then can be mobilized for target marketing and **cross -selling**. Datamonitor said expenditures for this IT realm stand to climb from almost \$1.9 billion...

13/3,K/4 (Item 4 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2000 Bell & Howell. All rts. reserv.

01436164 00-87151

The place of technology in generating credit opportunities

McGinnis, Patricia

Journal of Lending & Credit Risk Management v79n10 PP: 15-24 Jun 1997

ISSN: 1088-7261 JRNLD CODE: CBL

WORD COUNT: 3569

...TEXT: defined in many ways, such as revenue generation, new accounts, new assets, cold calls made, cross -selling referrals to colleagues, and so forth. Most banks find multiple objectives necessary to reflect the...

... environment, and the portfolio view enables the user to organize aggregated activities against the same measurements .

Sharing Sales Resources

Two characteristics distinguish the banking industry's sales requirements from those of many other...

13/3,K/5 (Item 5 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

(c) 2000 Bell & Howell. All rts. reserv.

01369480 00-20467

Frequent shopper 101: Getting to know your customers

Anonymous

Discount Merchandiser v37n2 PP: 62 Feb 1997

ISSN: 0012-3579 JRNLD CODE: DMD

WORD COUNT: 851

...ABSTRACT: technology applications areas for the next 3 years. Electronic technology programs take advantage of retailers' POS systems to keep track of purchases made by consumers. In return for their continuing patronage, consumers are rewarded with discounts, free items, bonus points or other incentives. These programs allow retailers to identify...

...TEXT: an electronic loyalty program and what does it accomplish?

These programs take advantage of retailers' POS systems to keep track of purchases made with bank-issued credit, debit or smart cards or a retailer's proprietary card. In return for their continuing patronage, consumers are rewarded with discounts, free items, bonus points or other incentives.

Electronic loyalty programs allow retailers to...

13/3,K/6 (Item 6 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

(c) 2000 Bell & Howell. All rts. reserv.

01278818 99-28214

CTI end user Q&A

Anonymous

Telemarketing & Call Center Solutions v15n1 PP: 56-63 Jul 1996

ISSN: 0730-6156 JRNLD CODE: TLM

WORD COUNT: 3828

...TEXT: in GE call centers this year.

Oster TeleDirect: The effectiveness of our call center is measured by total sales , cost as a percentage of sales and save rate of renewal leads. The role of the center is to not only sustain renewals, but to upsell , crosssell and initiate new sales.

Outboard Marine: Prior to 1993, our call center, which was...

13/3,K/7 (Item 7 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2000 Bell & Howell. All rts. reserv.

01219877 98-69272

Reseller's system checks out

Calderbank, Alison
Computer Reseller News n682 PP: SS37-SS38 May 6, 1996
ISSN: 0893-8377 JRNL CODE: CRN
WORD COUNT: 1011

...TEXT: IGA Food Villa.

"[The old systems] were sitting around not doing anything except being manual **cash registers**," Short recalled. Many other functions--such as matching actual product shipments to placed orders--were time-consuming and inefficient **processes** that required complete or **additional** automation, he added.

Data Processing Services Inc., based in Clearwater, Fla., knew of IGA Food Villa's problems. The point...

13/3,K/8 (Item 8 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2000 Bell & Howell. All rts. reserv.

01187043 98-36438

Increasing restaurant profits with product merchandising
Makens, James C; Bowen, John T
Cornell Hotel & Restaurant Administration Quarterly v37n1 PP: 72-79 Feb 1996
ISSN: 0010-8804 JRNL CODE: CHR
WORD COUNT: 5381

...TEXT: even more abundant with merchandise.

A good merchandising plan includes both year-round and seasonal **cross selling**. The near proximity of items with cross-sales appeal is mandatory to success. If an...

... display nearby with the product selected for cross sale, such as a new waffle mix. **Track sales** of the product in both locations. Chances are good that sales may increase in both...

13/3,K/9 (Item 9 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00878210 95-27602

Computers and multiunit food-service operations
Kasavana, Michael L
Cornell Hotel & Restaurant Administration Quarterly v35n3 PP: 72-80 Jun 1994
ISSN: 0010-8804 JRNL CODE: CHR
WORD COUNT: 5165

...TEXT: and to streamline data throughput.

Good service is good business. Unit-level managers use electronic **cash registers** and point-of-sale systems to monitor the steps from order entry to production to service to settlement. Although there are several types of electronic **cash registers** (ECRs) and point-of-sale systems (POSSs), some features are common to all. Hardware typically includes order-entry devices, central **processing** units, **secondary** memory units, and both local and remote printers or monitors.

Order-entry devices are cashier...

13/3,K/10 (Item 10 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2000 Bell & Howell. All rts. reserv.

00850029 94-99421

No time for excuses!

Mohr, Charles E; Mohr, Eric B
Direct Marketing v56n11 PP: 35-37 Mar 1994
ISSN: 0012-3188 JRNLD CODE: DIM
WORD COUNT: 2223

...TEXT: prodding, some of these people will buy from you again.

* You might also want to **track sales** along various product lines. This will provide valuable information for **cross - selling** mailing. For instance, a group of restaurants we're talking to are developing a preferred...

... will be identified by the restaurant that signed them. Each restaurant would be able to **cross -sell** those customers from other restaurants that haven't been to their restaurant before. In this...

13/3,K/11 (Item 11 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2000 Bell & Howell. All rts. reserv.

00693867 93-43088

Counting on coupons

Cobb, Robin
Marketing PP: 25-27 Apr 8, 1993
ISSN: 0025-3650 JRNLD CODE: MAR
WORD COUNT: 1123

...TEXT: the trial, 74 of these were either triggering or being triggered on."

Another method of **producing coupons** and messages as an add-on to **EPoS** tills is produced by Riva Systems. This also rejects **coupons** if the **product** has not been purchased or if the coupon is out of date. West Midlands Co...

13/3,K/12 (Item 12 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2000 Bell & Howell. All rts. reserv.

00666789 93-16010

High-end project managers

Heck, Mike
InfoWorld v15n5 PP: 59-70 Feb 1, 1993
ISSN: 0199-6649 JRNLD CODE: IFW
WORD COUNT: 10554

...TEXT: pop-up windows provide lists of existing activities, resources, or codes to speed data entry. **Function** keys reveal subforms for **additional** data, such as budget figures. The forms could be better organized, but it isn't...

13/3,K/13 (Item 13 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2000 Bell & Howell. All rts. reserv.

00648119 92-63059

The Place to Sell Is in the Store

Weller, Ed

Progressive Grocer v71n11 PP: 116 Nov 1992

ISSN: 0033-0787 JRNLD CODE: PGR

WORD COUNT: 537

...TEXT: displays, inform all department personnel of the details of the promotion, include a value-added **incentive** for **shoppers**, and instruct department managers about the need to accurately **monitor** results.

I guarantee a **sales** increase far above your normal expectations.

13/3,K/14 (Item 14 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

(c) 2000 Bell & Howell. All rts. reserv.

00552877 91-27234

"The Honomichl 50": Spending for Research Shows 3.5% Real Growth Top 50 Research Firms Profiled

Honomichl, Jack

Marketing News v25n11 PP: H2-H34 May 27, 1991

ISSN: 0025-3790 JRNLD CODE: MNW

WORD COUNT: 10388

...TEXT: in 66 local markets, which captures product movement data via UPC scanners as well as **supplementary** promotion **activity measures**.

IRI in '91 will start a companion service based on 500 drug and mass merchandise...

13/3,K/15 (Item 1 from file: 9)

DIALOG(R)File 9:Business & Industry(R)

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02289312 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Telephone Service With A Smile...And A Sale

(Banks are increasingly converting their call centers into profit centers; US banks will spend around \$635 mil in 1998 on call center technology, with forecasts to \$1.7 bil in 2002)

Financial Service ONLINE, p 21+

October 1998

DOCUMENT TYPE: Journal; Industry Overview ISSN: 0746-892X (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 3195

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...get a little coaching or prodding in the direction of what they should try to **cross sell** , " he adds.

Maher says the "multimillion dollar commitment" required for the call center upgrade is...

...Chase call centers in Houston and Jericho, N.Y., do not get involved in some **cross -selling** . When a customer calls in with a service request, these agents see a screen **pop** showing the customer's profile information. They are also presented with a flag and a...

13/3,K/16 (Item 2 from file: 9)

DIALOG(R)File 9:Business & Industry(R)

(c) 2000 Resp. DB Svcs. All rts. reserv.

02264312 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Felpausch Hits Shrink by Hiking Cashier Performance

(The 18-store G&R Felpausch uses software application analyzing cashier performance based on data at the POS)

Supermarket News, v 48, n 40, p 22

October 05, 1998

DOCUMENT TYPE: Journal ISSN: 0039-5803 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 189

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...scanning errors, coupon misredemption and register voids.

The 18-store retailer also rolled out an additional module that tracks the activity of each store lane, with comparisons made over three-, six, nine- and 12-week periods...

13/3,K/17 (Item 3 from file: 9)

DIALOG(R)File 9:Business & Industry(R)

(c) 2000 Resp. DB Svcs. All rts. reserv.

02196054 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Offline Processors Get Ready For Visa's Brave New Online World

(Visa set to roll out Visa check card II, a new online/offline card)

Debit Card News, v 4, n 2, p 1+

July 10, 1998

DOCUMENT TYPE: Newsletter ISSN: 1055-176X (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 1073

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...are charged today by their offline debit processors and online regional networks.

Whether online debit POS transactions require being switched through third-party processors , which offer such additional services as risk-management programs, is a debate that potentially could force Visa to alter...

13/3,K/18 (Item 4 from file: 9)

DIALOG(R)File 9:Business & Industry(R)

(c) 2000 Resp. DB Svcs. All rts. reserv.

02167970 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Online Debit Is Riding High In The Western U.S.

(A late-1997 survey of 3,100 bank customers in 9 Western states indicates that an average customer uses online debit cards 15.4 times per month, up from 12.2 times/month in 1996)

Bank Network News, v 16, n 23, p 4+

April 23, 1998

DOCUMENT TYPE: Newsletter; Survey ISSN: 1021-318X (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 863

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...use it at grocery stores and men at gas stations. And, she says, issuers can cross -sell debit, informing women that they can use their debit cards at gas stations, and encouraging...

13/3,K/19 (Item 5 from file: 9)

DIALOG(R)File 9:Business & Industry(R)

(c) 2000 Resp. DB Svcs. All rts. reserv.

01781080 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Nearing Zero

(Marketers are looking to new, more efficient promotion tactics as manufacturers focus their money on methods that promote brand loyalty and broaden usage to other products)

Brandweek, v 38, n 11, p 44+

March 17, 1997

DOCUMENT TYPE: Journal ISSN: 1064-4318 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 1490

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...comprising only 20% of the population, can account for 75% of grocery volume. In-store coupon distribution, multiple product incentives, and database targeting via mail and POP are effective ways to deliver value to these consumers.

Then there are the coupon-faithful...

13/3,K/20 (Item 6 from file: 9)

DIALOG(R)File 9:Business & Industry(R)

(c) 2000 Resp. DB Svcs. All rts. reserv.

01710671 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Dominicks Launches Cards; Tests High-Value Incentive

(Dominick's Finer Foods is testing in 4 stores a high-value customer incentive called megamoney)

Supermarket News, v 46, n 52, p 9

December 23, 1996

DOCUMENT TYPE: Journal ISSN: 0039-5803 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 604

ABSTRACT:

Dominick's Finer Foods is testing in 4 stores a high-value customer incentive called megamoney. Underway at the Naperville stores, the test represents a first for this market...

...include Pearle Vision, Montgomery Ward, Auto Express, CarX. Lion Video, and Servicemaster. Dominick's will track shopper purchases via the card's bar code. The company also launched chainwide the Fresh Values frequent...

13/3,K/21 (Item 7 from file: 9)

DIALOG(R)File 9:Business & Industry(R)

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01590646 (USE FORMAT 7 OR 9 FOR FULLTEXT)

CATALINA MARKETING COMPILES DATA ON CONSUMERS, RAISING PRIVACY CONCERN

(Catalina Marketing introduces Checkout Direct system which creates a database of consumer supermarket purchases and provides instant coupons)

St Petersburg Times , p N/A

August 13, 1996

DOCUMENT TYPE: Regional Newspaper (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 1482

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...grocery stores across the United States. It's a jazzed up version of the little coupon printers Catalina has already plugged into cash

registers all over the country. But this is more than coupons -- it's a powerful periscope...

13/3,K/22 (Item 1 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 2000 The Gale Group. All rts. reserv.

01999864 SUPPLIER NUMBER: 18838790 (USE FORMAT 7 OR 9 FOR FULL TEXT)
StarNine Personal WebStar: basic, no-frills Web server.(Beta Test)
(Software Review) (Evaluation)
Keller, Arnie
MacWEEK, v10, n42, p42(1)
Nov 4, 1996
DOCUMENT TYPE: Evaluation ISSN: 0892-8118 LANGUAGE: English
RECORD TYPE: Fulltext; Abstract
WORD COUNT: 728 LINE COUNT: 00059

...ABSTRACT: documents over full-time Internet links almost instantly. Personal WebStar has three main panels to monitor a site's activity, establish security preferences and stop or start serving. The application only serves a user's pages, but additional functionality is provided via WebStar-compatible plug-ins. Tests of various shareware plug-ins revealed that...

13/3,K/23 (Item 2 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 2000 The Gale Group. All rts. reserv.

01623352 SUPPLIER NUMBER: 14477512 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Secrets of success: Appintec's TeleMagic does wonders to help businesses get through the everyday. (Appintec's TeleMagic/400 contact and activity management system)(includes a related article listing the product's features) (Software Review) (DP Labs Review) (Evaluation)
Fenzil, George
MIDRANGE Systems, v6, n19, p28(2)
Oct 12, 1993
DOCUMENT TYPE: Evaluation ISSN: 1041-8237 LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 1162 LINE COUNT: 00091

... for an account or lead management system. The same software can be used to project activity or tracking . Additionally , TeleMagic/400 can be used as a customer service or helpdesk system. As far as...

13/3,K/24 (Item 1 from file: 624)
DIALOG(R)File 624:McGraw-Hill Publications
(c) 2000 McGraw-Hill Co. Inc. All rts. reserv.

00942426
ONLINE MERCHANTS: CYBERSPACE WINNERS: HOW THEY DID IT: Convenience, huge selections, and a few electronic twists give these Netrepreneurs an edge
Business Week June 22, 1998; Pg 154; Number 3583
Journal Code: BW ISSN: 0007-7135
Section Heading: Info Tech Annual Report: The Digital Bazaar
Word Count: 2,616 *Full text available in Formats 5, 7 and 9*

BYLINE:
By Heather Green in New York, with Seanna Browder in Seattle

TEXT:
... holds to cut delivery time to customers and reduce its shipping costs. Because it can monitor sales so easily, Amazon can avoid getting stuck with as many returns as conventional booksellers. And...

... new market--music CDs. By offering CDs, the company wants to make the most of **cross - selling** and upping the size of each individual sale. Amazon's revenues ballooned to \$147.8...

13/3,K/25 (Item 2 from file: 624)
DIALOG(R)File 624:McGraw-Hill Publications
(c) 2000 McGraw-Hill Co. Inc. All rts. reserv.

0712462

Cooking up a deep-dish database

Business Week November 20, 1995; Pg 160; Number 3451
Journal Code: BW ISSN: 0007-7135
Section Heading: Special Report: MI AMORE PIZZA & PASTA
Word Count: 343 *Full text available in Formats 5, 7 and 9*

TEXT:

...Mi Amore Pizza & Pasta.

The 34-year-old restaurateur's secret: a marketing database that **tracks** customers and **purchases**. If regulars haven't stopped by in 60 days, his PC-based system spits out...

... to lure them back with a discount. The \$10,000 system even lets him practice **`` cross -selling ''** techniques--such as suggesting a new pasta dish to pizza lovers. Every Christmas, his database...

13/3,K/26 (Item 1 from file: 813)
DIALOG(R)File 813:PR Newswire
(c) 1999 PR Newswire Association Inc. All rts. reserv.

0710065 AT002

S&A'S NINTH ANNUAL SURVEY OF PROPRIETARY EFT NETWORKS FINDS INCREASES IN MOST MEASURES OF EFT ACTIVITY

DATE: May 27, 1994 11:58 EDT WORD COUNT: 1,599

...consumers

are becoming increasingly comfortable with ATMs as evidenced by the continued growth in most **measures** of **EFT activity**. Significant potential, however, for **additional** growth exists with **POS** as the driver.

Card penetration rates have remained relatively flat in recent years and the...

13/3,K/27 (Item 1 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2000 The Gale Group. All rts. reserv.

02768620 Supplier Number: 45618250 (USE FORMAT 7 FOR FULLTEXT)
HYPERCOM RELEASES VISA HOTEL APPLICATION

M2 Presswire, pN/A

June 20, 1995

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 651

... check-out, the press of a single key will produce terminal, clerk and management reports, **track activity** by shift, as well as process advance deposit and no show transactions. The two-line, 20-character display on the T7E easily guides users through the various steps of each function.

Additionally , the Hypercom Visa Hotel Application for the T7E has the ability to process restaurant and...

13/3,K/28 (Item 2 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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02627777 Supplier Number: 45319421 (USE FORMAT 7 FOR FULLTEXT)

CITGO: NEW ELECTRONIC FREQUENT FILLER PROGRAM TO DEBUT SOON

U.S. Oil Week, v32, n6, pN/A

Feb 6, 1995

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 222

Citgo will **track purchases** through **POS** terminals. After customer fills up five times, credit card machine **prints** out **coupon** for \$5-off next fill up.

Machine also prints out "half way" notification, letting customers...

13/3,K/29 (Item 3 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2000 The Gale Group. All rts. reserv.

02593515 Supplier Number: 45243676 (USE FORMAT 7 FOR FULLTEXT)

Frequent-Shopper Plans Get A Chipper Look

POS News, pN/A

Jan 3, 1995

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 1038

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...to the programs because they are too good of an idea." Frequent-shopper programs typically **reward consumers** with prizes, discounts and points that can be exchanged for gifts after purchases are initiated at merchant locations. **Activity** is **monitored** electronically and shoppers usually must pay with a credit card, debit card or proprietary store...

... In a white paper on electronic loyalty programs, Redwood City, Calif.-based VeriFone, the leading **POS** terminal vendor, reports a chip card can contain up to 25 pages of consumer information...

...where more than 80,000 frequent-shopper cards have been issued. Different cards carry specific **rewards** to various **consumer** segments, such as men, women and tourists. The smart cards also operate as a Visa...

...demographic information on consumers when they sign up for the program, it is able to **track purchasing** behavior and provide merchants with consumer profiles so products can be marketed to specific customers...

13/3,K/30 (Item 4 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2000 The Gale Group. All rts. reserv.

02082064 Supplier Number: 43832434 (USE FORMAT 7 FOR FULLTEXT)

Bank Processors Dig For More EFT Gold

Bank Network News, v11, n24, pN/A

May 11, 1993

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 1007

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...make the task of trying to pinpoint future volumes a pleasant exercise. "I see our **POS** debit business doubling every two years," says John Beahn, general manager of Mellon Bank's Network Services division. "In 1992, we processed 4 million **POS** transactions and I see a 50% annual compounded

growth rate for **POS** over the next five years." Processors currently are reaping the benefits of a solid 1992...

...transactions. ATM volume increased 12.3% in 1992 to 600.5 million monthly transactions, and **POS** increased 37.7% to 24.1 million monthly transactions. Meanwhile, California-based Input, a bank...

...projected \$12.8 billion. EFT accounts for more than 12% of the totals. And with **POS** expected to expand at an even greater rate over the next several years as more...

...bank processor with monthly EFT volumes of 36 million transactions, is working to expand its **POS** playing field by periodically waiving testing fees when certifying its customers' host service bureaus to handle **POS** messaging. EDS hopes this will encourage the bureaus to seek quicker certification, and thus provide more cardholders with **POS** access. About half of the 900 service bureaus and data processors linked to EDS are certified, and approximately 50% of cardholders from EDS' 2,200 financial institution customers can initiate **POS** transactions. Certification fees typically range from \$200 to \$300 a hour, with certification tests running ...

...the technological sophistication of the service bureau. "We will see a continued, controlled evolution of **POS** in 1993," says Neil Marcus, EDS vice president. "In 1994 the pace will really start to pick up and the volume will be consequential." While EDS is working to expand **POS** activity among its clients' cardholders, Mellon is looking to strengthen its merchant business by making it more enticing for credit retailers to add debit **POS**. By integrating its credit and debit back office operations, Mellon is able to provide merchants...

...debit and credit activity. Mellon also offers this service as part of its private-label **POS** merchant processing for correspondent banks or independent sales organizations. And the processor is building a...

...plan for the operation of its new EFT holdings. Though Flserv is taking the fast **track** by **purchasing** established EFT processors, other players are working to add volume by expanding their business lines...

...networks. Another leading player, Milwaukee-based Marshall & Illsley Corp., began processing MasterCard Debit off-line **POS** transactions last fall, after adding Visa Debit transactions to its business line in 1991. The...

...driving 1,900 ATMs, up from 1,500 a year ago, and driving 1,500 **POS** devices, up from 925. And with a 55% increase in the number of debit cards ...

...mean larger headaches if the players do not have adequate hardware and software to efficiently **process** the **additional** transactions. Mellon, which spent more than \$2.5 million in 1991 for backroom upgrades, including ...

13/3,K/31 (Item 5 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2000 The Gale Group. All rts. reserv.

01013110 Supplier Number: 40340962 (USE FORMAT 7 FOR FULLTEXT)
THE AUTOMATIC IDENTIFICATION/BARCODE EQUIPMENT MARKET IS SHOWING ITS
(MAGNETIC) STRIPES

Sensors & Instrumentation News, v2, n3, pN/A

April, 1988

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 2947

... delivered 73 thousand CP8 MICRO CARDS to the United States Department of Agriculture (USDA) for monitoring /controlling the crop

sales of peanut farmers. The card's memory stores crop quota and loan data which facilitates the USDA's price forecasting. Micro Card Technologies, moreover, is in the **process** of shipping an **additional** 40 thousand smart cards to the USDA.

"The government sector will be one of the..."

13/3,K/32 (Item 1 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2000 The Gale Group. All rts. reserv.

07383763 Supplier Number: 61414706 (USE FORMAT 7 FOR FULLTEXT)

Retail Delivery/Electronic Banking.

Bank Systems + Technology, p56

Annual, 1998

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 4701

... Novell Netware, OS/2, Unisys, WANs, Windows
VBOSS+ Branch Automation Software includes teller, New Accounts,
Cross Selling , Sales Tracking , and Signature Verification. VBOSS+ is completely menu driven and user maintainable.

* Teller

Addmaster Corp.

2000...

13/3,K/33 (Item 2 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2000 The Gale Group. All rts. reserv.

05859582 Supplier Number: 50377762 (USE FORMAT 7 FOR FULLTEXT)

THE IT EDGE

AMATO-McCOY, DEENA

Supermarket News, p21

Oct 5, 1998

Language: English Record Type: Fulltext

Article Type: Article

Document Type: Magazine/Journal; Trade

Word Count: 1270

... scanning errors, coupon misredemption and register voids.

The 18-store retailer also rolled out an **additional** module that tracks the **activity** of each store lane, with comparisons made over three-, six, nine- and 12-week periods...

13/3,K/34 (Item 3 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2000 The Gale Group. All rts. reserv.

04909092 Supplier Number: 47217810 (USE FORMAT 7 FOR FULLTEXT)

NEARING ZERO

Smith, Steve

Brandweek, p44

March 17, 1997

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 1432

... comprising only 20% of the population, can account for 75% of grocery volume. In-store **coupon** distribution, multiple **product** incentives, and database targeting via mail and **POP** are effective ways to deliver value to these consumers.

Then there are the coupon-faithful...

13/3,K/35 (Item 4 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2000 The Gale Group. All rts. reserv.

04339597 Supplier Number: 46364353 (USE FORMAT 7 FOR FULLTEXT)
Supermarket Uses No-Name POS Setup -- Reseller's System Checks Out
Computer Reseller News, ps37
May 6, 1996
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 1038

... IGA Food Villa.

"[The old systems] were sitting around not doing anything except being manual **cash registers**," Short recalled. Many other functions--such as matching actual product shipments to placed orders--were time-consuming and inefficient **processes** that required complete or **additional** automation, he added.

Data Processing Services Inc., based in Clearwater, Fla., knew of IGA Food Villa's problems. The point...

13/3,K/36 (Item 5 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2000 The Gale Group. All rts. reserv.

04219231 Supplier Number: 46173157 (USE FORMAT 7 FOR FULLTEXT)
Remote LAN access software: Ordering take-out LAN, Part 1
InfoWorld, p066
Feb 26, 1996
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 3967

... minimum length for passwords.

NetWare Connect builds on NetWare's internal audit logs by providing **additional** logs that **track activity** for ports, service, and users, including the time, speed, and service employed for each connection...

13/3,K/37 (Item 6 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2000 The Gale Group. All rts. reserv.

02705144 Supplier Number: 43613855 (USE FORMAT 7 FOR FULLTEXT)
Banks Plant The Seeds Of Smart Card Success
Bank Technology News, p1
Feb, 1993
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 2857

... onto the prepaid cards, MAC expects to push up transaction volumes even further by providing **additional functionality**. For example, the smart cards could aid in executing medical payments. The cards would be...

...in promotional campaigns on college campuses, for example, smart cards could be used to help **track purchases** and bestow rewards, says Fellows.

By transforming the multi-application prepaid cards into multi-function...

13/3,K/38 (Item 7 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2000 The Gale Group. All rts. reserv.

01299847 Supplier Number: 41522705 (USE FORMAT 7 FOR FULLTEXT)
WARD CUTS COSTS, SPEEDS TRANSACTION TIME: CENTRAL SYSTEM SAVES \$150,000 PER

MONTH, TRIMS POS TIMES TO 1.5 SECONDS
Chain Store Age Executive with Shopping Center Age, p65
Sept, 1990
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 1053

... test. "However, we determined that the benefits were too soft to justify the cost."

All sales are tracked through the ADCU and processed before being sent to the IBM 3090 host for additional processing later in the evening.

"This is a shared type of processing," Mizicko says. "The point...

13/3,K/39 (Item 1 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

10310218 SUPPLIER NUMBER: 20822923 (USE FORMAT 7 OR 9 FOR FULL TEXT)
What works on the Web?
Cohn, Matthew
Marketing Tools, v5, n5, p24(3)
June, 1998
ISSN: 1076-4879 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 2403 LINE COUNT: 00187

... a chair, you can suggest that the customer add to the order with a simple pop -up message asking the question, "Would you also like to order a chair mat for..."

13/3,K/40 (Item 2 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

10264517 SUPPLIER NUMBER: 20807009 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Card use is springboard for new supply strategy.
Avery, Susan
Purchasing, v124, n9, p41(1)
June 4, 1998
ISSN: 0033-4448 LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 1878 LINE COUNT: 00163

... progress. As partnership trust and expectations grow, the buyers negotiate additional savings and opportunities for additional business.

Buyers monitor activity for items that they may have missed as well as keep an eye on procurement...

...they should have sourced off one of the agreements with the strategic suppliers. They also track JIT activity and conduct frequent pricing audits in accordance with the agreements.

Future plans include buyers teaming...

13/3,K/41 (Item 3 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

10001236 SUPPLIER NUMBER: 20153104 (USE FORMAT 7 OR 9 FOR FULL TEXT)
La-Z-Boy Portland doubles turns.
Chain Store Age Executive with Shopping Center Age, v74, n1, p64(3)
Jan, 1998
ISSN: 0193-1199 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 1389 LINE COUNT: 00104

...ABSTRACT: and speed up order handling, distribution, and delivery.
Software by GERS International helps the dealership track various sales

factors, including ZIP-code trends, the weather, color preferences, and favorite styles and mechanisms. The software's predictive functions are supplemented by manual input of unusual variables. Sales have increased with the use of the GERS...

13/3,K/42 (Item 4 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

09658313 SUPPLIER NUMBER: 19419049 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Jump start. (American Automobile Association)
Weidlich, Thom
Direct, v9, n2, p1(3)
Feb, 1997
ISSN: 1046-4174 LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 1361 LINE COUNT: 00107

... a shoebox. And even those with fairly sophisticated computer files for membership lists didn't **track purchases**. Now, with increased competition to its core competency of roadside assistance, AAA hopes to learn more about its customers so it can **cross -sell** other services in a targeted fashion, both to retain members and to pump up the...

13/3,K/43 (Item 5 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

09186896 SUPPLIER NUMBER: 18996069 (USE FORMAT 7 OR 9 FOR FULL TEXT)
As the coupon spins. (retail coupons)
Grocery Marketing, v62, n11, p44(2)
Nov, 1996
ISSN: 0888-0360 LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 1052 LINE COUNT: 00085

... he'd also like manufacturers and retailers to produce coupons that are ready to simply **pop** into the file. Then, he said, manufacturers and retailers "could use us to distribute the..."

13/3,K/44 (Item 6 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

09109285 SUPPLIER NUMBER: 18870594 (USE FORMAT 7 OR 9 FOR FULL TEXT)
AAMA: entertainment key to business. (American Apparel Manufacturers Association hold International Apparel Research Conference) (Brief Article)
Lee, Georgia
WWD, v172, n96, p11(1)
Nov 19, 1996
DOCUMENT TYPE: Brief Article ISSN: 0149-5380 LANGUAGE: English
RECORD TYPE: Fulltext
WORD COUNT: 729 LINE COUNT: 00061

... The program, which has grown from 7 million to 14 million customers in two years, **tracks** a specific customer's **sales** at the **cash register** and offers frequent **shopper incentives** and guarantees.

"The idea is to encourage trust, then loyalty, then frequency of shopping in..."

13/3,K/45 (Item 7 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

08492072 SUPPLIER NUMBER: 18038375 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Remote LAN access software: ordering take-out LAN. (Microsoft Windows NT Server Remote Access Service; NetWare Connect 2.0) (includes related articles on pricing, how products were tested) (Software Review) (Evaluation)

InfoWorld, v18, n9, p66(8)

Feb 26, 1996

DOCUMENT TYPE: Evaluation ISSN: 0199-6649 LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 8154 LINE COUNT: 00671

... minimum length for passwords.

NetWare Connect builds on NetWare's internal audit logs by providing additional logs that track activity for ports, service, and users, including the time, speed, and service employed for each connection...

13/3,K/46 (Item 8 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2000 The Gale Group. All rts. reserv.

08124425 SUPPLIER NUMBER: 17389671 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Plastics technology: manufacturing handbook & buyers' guide 1995/96. (Buyers Guide)

Plastics Technology, v41, n8, pCOV(941)

August, 1995

DOCUMENT TYPE: Buyers Guide ISSN: 0032-1257 LANGUAGE: English

RECORD TYPE: Fulltext

WORD COUNT: 174436 LINE COUNT: 15187

... stamp machines and special plastics-processing machines.

Engineering costs minimized by extensive library of existing functions .

CINCINNATI MILACRON U.S. PLASTICS MACHINERY DIV.

Family of microprocessor-based total machine controls for...

13/3,K/47 (Item 9 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2000 The Gale Group. All rts. reserv.

06800182 SUPPLIER NUMBER: 14693624 (USE FORMAT 7 OR 9 FOR FULL TEXT)

P-o-sitive thinking systems that streamline and support. (point-of-sale terminals)

Le Strange, Elaine

Party & Paper Retailer, v8, n13, p31(3)

Dec, 1993

ISSN: 0899-6008 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 1252 LINE COUNT: 00101

... The Assistant Manager [TM] by Lode Data Systems, Inc. (in partnership with IBM) is a POS software package that performs all cash register functions and tracks inventory.

Additionally , the system includes a customer profiling feature enabling the retailer to track customer trends by...

13/3,K/48 (Item 10 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2000 The Gale Group. All rts. reserv.

06699027 SUPPLIER NUMBER: 14381295 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Frequency marketing builds repeat business. (Management)

McDowell, Bill

Building Supply Home Centers, v165, n2, p96(3)

August, 1993

ISSN: 0890-9008 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 2016 LINE COUNT: 00162

... program. Shulby says updating the POS system to generate coupons

with customer receipts can create **incentives** for **customers** to come again.

"If you've just bought lumber, but no paint, I can get..."

13/3,K/49 (Item 11 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

05782374 SUPPLIER NUMBER: 11840516 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Neural networks add 'brainpower' to data. (consumer information database management)
Egol, Len
Direct, v4, n2, p17(1)
Feb, 1992
ISSN: 1046-4174 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 425 LINE COUNT: 00036

... in manufacturing. In marketing applications, however, they can be used to produce statistical models that **measure** risk, forecast response and **sales**, predict cancellations and renewals, **monitor** business and customer trends, develop **cross -sell** profiles, and automate such tasks as processing an insurance application. But your PC needs at...

13/3,K/50 (Item 12 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

05589911 SUPPLIER NUMBER: 11649593 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Interactive marketing: exploiting the age of addressability.
Blattberg, Robert C.; Deighton, John
Sloan Management Review, v33, n1, p5(10)
Fall, 1991
ISSN: 0019-848X LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 6428 LINE COUNT: 00620

... matter to test one definition against another.

Catalina Marketing of Los Angeles recently attached a **coupon printer** to supermarket **cash registers**. It generates coupons, printed on the supermarket shopper's receipt, offering discounts on future purchases...

13/3,K/51 (Item 13 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

05505753 SUPPLIER NUMBER: 11527071 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Gift shipment extravaganza from a no-frills vendor. (Integrated Software Designs Inc.'s Integrated Order Processing System)
Schell, Ernest H.
Catalog Age, v8, n11, p143(2)
Nov, 1991
ISSN: 0740-3119 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 1776 LINE COUNT: 00143

... are calculated by line item. A back-ordered item will automatically suggest a substitution. For **POS**, a discount **coupon** can be **printed** at the bottom of each receipt for a subsequent order, and the system will calculate change due on the amount tendered. IOPS can also be integrated with **POS** bar-code capability.

Inventory is based on the bill-of-materials functions of Accountmate, which...

13/3,K/52 (Item 14 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2000 The Gale Group. All rts. reserv.

05219987 SUPPLIER NUMBER: 11303026 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Myth vs. reality; retailers move up to database marketing.
MacLean, Jennifer
Direct, v3, n6, p25(3)
June, 1991
ISSN: 1046-4174 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 1632 LINE COUNT: 00135

... targeted approach can increase average dollars spent, compress the time between shopping visits and encourage **cross -sell activity** .

The database enables ongoing **measurement** of the successful marketing mix between price, quality, selection, service and location as well as...

13/3,K/53 (Item 15 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

05186900 SUPPLIER NUMBER: 10801258 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Top 50 research firms profiled. (The 1991 Honomichl Business Report on the Marketing Research Industry)
Honomichl, Jack
Marketing News, v25, n11, pH2(26)
May 27, 1991
ISSN: 0025-3790 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 10169 LINE COUNT: 00881

... in 66 local markets, which captures product movement data via UPC scanners as well as **supplementary promotion activity measures** .

IRI in '91 will start a companion service based on 500 drug and mass merchandise...

13/3,K/54 (Item 16 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

04794070 SUPPLIER NUMBER: 09308435 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Bank of Boston automates securities sales.
ABA Banking Journal, v82, n8, p82(2)
August, 1990
ISSN: 0194-5947 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 937 LINE COUNT: 00076

... H. Operationally, Rogers views the system in two broad functional categories: (1) banking services operations (**tracking the sales** process, giving salespeople access to prospect data, comparing actual results against sales goals per product and per officer); and (2) relationship selling (**monitoring cross -selling**, determining the penetration of such efforts). The system runs on both IBM PCs and Apple...

13/3,K/55 (Item 17 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

03900038 SUPPLIER NUMBER: 06967948 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Second Annual Directory of Human Resources Services, Products and Suppliers, January 1989. (directory)
Personnel, v66, n1, pD1(167)
Jan, 1989
DOCUMENT TYPE: directory ISSN: 0031-5702 LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 155534 LINE COUNT: 14711

... of Employees: 30
SPECTRUM offers a complete line of human resource systems that covers all functional areas of HR and provides extensive analytical and reporting capabilities. Our product line consists of...system that provides quick and easy access to all types of employee information from applicant tracking to payroll interfacing. Standard features include: employee set-up, benefits, information, education, training, salary and...800-747-4868
Contact: Mona Stivers, Director of Sales
SPECTRUM-1: Unlimited use software that measures career-related motivation factors: accomplishment, recognition, power, and affiliation. Uses: employee selection, succession planning, career...

13/3,K/56 (Item 18 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

03123148 SUPPLIER NUMBER: 04664520 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Why bankers can't sell. (column)

Georgiades, K. Elia
Sales & Marketing Management, v138, p42(1)
Jan, 1987
CODEN: SMMAD DOCUMENT TYPE: column ISSN: 0163-7517
LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 701 LINE COUNT: 00056

... complete.

Bank employees who are busy, or feel overworked and underpaid, and who are not measured or rewarded for sales results will take the path of least resistance, and not try to sell the additional...

...take the customer's order" and open up the desired account, but they won't cross -sell any more accounts because it would add to their clerical burden.

The more complex reason...

13/3,K/57 (Item 19 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

02820127 SUPPLIER NUMBER: 04185874 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Boosting sales... electronically. (electronic-marketing technology)

Hurly, Paul
Industry Week, v228, p33(3)
March 31, 1986
ISSN: 0039-0895 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 1885 LINE COUNT: 00155

... in advertising, which videodisc can provide."

HYBRID. Second-generation in-store videodisc systems also use EPOS technology, such as credit-card readers and printers for producing coupons and tickets. Several systems also overlay computer-generated text onto the video images. The computer...

14/3,K/1 (Item 1 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)
(c) 2000 Bell & Howell. All rts. reserv.

01369480 00-20467

Frequent shopper 101: Getting to know your customers
Anonymous

Discount Merchandiser v37n2 PP: 62 Feb 1997
ISSN: 0012-3579 JRNLL CODE: DMD
WORD COUNT: 851

...ABSTRACT: technology applications areas for the next 3 years. Electronic technology programs take advantage of retailers' POS systems to keep track of purchases made by consumers. In return for their continuing patronage, consumers are rewarded with discounts, free items, bonus points or other incentives. These programs allow retailers to identify...
...TEXT: and what does it accomplish?

These programs take advantage of retailers' POS systems to keep track of purchases made with bank-issued credit, debit or smart cards or a retailer's proprietary card. In return for their continuing patronage, consumers are rewarded with discounts, free items, bonus points or other incentives.

Electronic loyalty programs allow retailers to...

14/3,K/2 (Item 1 from file: 813)
DIALOG(R)File 813:PR Newswire
(c) 1999 PR Newswire Association Inc. All rts. reserv.

0710065 AT002
S&A'S NINTH ANNUAL SURVEY OF PROPRIETARY EFT NETWORKS FINDS INCREASES IN MOST MEASURES OF EFT ACTIVITY

DATE: May 27, 1994 11:58 EDT WORD COUNT: 1,599

...consumers are becoming increasingly comfortable with ATMs as evidenced by the continued growth in most measures of EFT activity. Significant potential, however, for additional growth exists with POS as the driver.
Card penetration rates have remained relatively flat in recent years and the...

14/3,K/3 (Item 1 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2000 The Gale Group. All rts. reserv.

02627777 Supplier Number: 45319421 (USE FORMAT 7 FOR FULLTEXT)
CITGO: NEW ELECTRONIC FREQUENT FILLER PROGRAM TO DEBUT SOON
U.S. Oil Week, v32, n6, pN/A
Feb 6, 1995

Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 222

Citgo will track purchases through POS terminals. After customer fills up five times, credit card machine prints out coupon for \$5-off next fill up.

Machine also prints out "half way" notification, letting customers...

14/3,K/4 (Item 2 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2000 The Gale Group. All rts. reserv.

02593515 Supplier Number: 45243676 (USE FORMAT 7 FOR FULLTEXT)
Frequent-Shopper Plans Get A Chipper Look
POS News, pN/A
Jan 3, 1995
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 1038

... In a white paper on electronic loyalty programs, Redwood City, Calif.-based VeriFone, the leading **POS** terminal vendor, reports a chip card can contain up to 25 pages of consumer information...

...where more than 80,000 frequent-shopper cards have been issued. Different cards carry specific **rewards** to various **consumer** segments, such as men, women and tourists. The smart cards also operate as a Visa...

...demographic information on consumers when they sign up for the program, it is able to **track** **purchasing** behavior and provide merchants with consumer profiles so products can be marketed to specific customers...

14/3,K/5 (Item 3 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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02082064 Supplier Number: 43832434 (USE FORMAT 7 FOR FULLTEXT)

Bank Processors Dig For More EFT Gold

Bank Network News, v11, n24, pN/A

May 11, 1993

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 1007

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...make the task of trying to pinpoint future volumes a pleasant exercise. "I see our **POS** debit business doubling every two years," says John Beahn, general manager of Mellon Bank's Network Services division. "In 1992, we processed 4 million **POS** transactions and I see a 50% annual compounded growth rate for **POS** over the next five years." Processors currently are reaping the benefits of a solid 1992...

...transactions. ATM volume increased 12.3% in 1992 to 600.5 million monthly transactions, and **POS** increased 37.7% to 24.1 million monthly transactions. Meanwhile, California-based Input, a bank...

...projected \$12.8 billion. EFT accounts for more than 12% of the totals. And with **POS** expected to expand at an even greater rate over the next several years as more...

...bank processor with monthly EFT volumes of 36 million transactions, is working to expand its **POS** playing field by periodically waiving testing fees when certifying its customers' host service bureaus to handle **POS** messaging. EDS hopes this will encourage the bureaus to seek quicker certification, and thus provide more cardholders with **POS** access. About half of the 900 service bureaus and data processors linked to EDS are certified, and approximately 50% of cardholders from EDS' 2,200 financial institution customers can initiate **POS** transactions. Certification fees typically range from \$200 to \$300 a hour, with certification tests running ...

...the technological sophistication of the service bureau. "We will see a continued, controlled evolution of **POS** in 1993," says Neil Marcus, EDS vice president. "In 1994 the pace will really start to pick up and the volume will be consequential." While EDS is working to expand **POS** activity among its clients' cardholders, Mellon is looking to strengthen its merchant business by making it more enticing for credit retailers to add debit **POS**. By integrating its credit and debit back office operations, Mellon is able to provide merchants...

...debit and credit activity. Mellon also offers this service as part of its private-label **POS** merchant processing for correspondent banks or independent sales organizations. And the processor is building a...

...plan for the operation of its new EFT holdings. Though Flserv is taking the fast **track** by **purchasing** established EFT processors, other players

are working to add volume by expanding their business lines...

...networks. Another leading player, Milwaukee-based Marshall & Illsley Corp., began processing MasterCard Debit off-line POS transactions last fall, after adding Visa Debit transactions to its business line in 1991. The...

...driving 1,900 ATMs, up from 1,500 a year ago, and driving 1,500 POS devices, up from 925. And with a 55% increase in the number of debit cards ...

...mean larger headaches if the players do not have adequate hardware and software to efficiently process the additional transactions. Mellon, which spent more than \$2.5 million in 1991 for backroom upgrades, including ...

14/3,K/6 (Item 1 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

09109285 SUPPLIER NUMBER: 18870594 (USE FORMAT 7 OR 9 FOR FULL TEXT)

AAMA: entertainment key to business. (American Apparel Manufacturers Association hold International Apparel Research Conference) (Brief Article)

Lee, Georgia

WWD, v172, n96, p11(1)

Nov 19, 1996

DOCUMENT TYPE: Brief Article ISSN: 0149-5380 LANGUAGE: English

RECORD TYPE: Fulltext

WORD COUNT: 729 LINE COUNT: 00061

... The program, which has grown from 7 million to 14 million customers in two years, tracks a specific customer's sales at the cash register and offers frequent shopper incentives and guarantees.

"The idea is to encourage trust, then loyalty, then frequency of shopping in...

14/3,K/7 (Item 2 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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03900038 SUPPLIER NUMBER: 06967948 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Second Annual Directory of Human Resources Services, Products and Suppliers, January 1989. (directory)

Personnel, v66, n1, pD1(167)

Jan, 1989

DOCUMENT TYPE: directory ISSN: 0031-5702 LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 155534 LINE COUNT: 14711

... of Employees: 30

SPECTRUM offers a complete line of human resource systems that covers all functional areas of HR and provides extensive analytical and reporting capabilities. Our product line consists of...system that provides quick and easy access to all types of employee information from applicant tracking to payroll interfacing.

Standard features include: employee set-up, benefits, information, education, training, salary and...800-747-4868

Contact: Mona Stivers, Director of Sales

SPECTRUM-1: Unlimited use software that measures career-related motivation factors: accomplishment, recognition, power, and affiliation. Uses: employee selection,

succession planning, career...

15/3,K/1 (Item 1 from file: 813)
DIALOG(R) File 813:PR Newswire
(c) 1999 PR Newswire Association Inc. All rts. reserv.

0710065 AT002
S&A'S NINTH ANNUAL SURVEY OF PROPRIETARY EFT NETWORKS FINDS INCREASES IN MOST MEASURES OF EFT ACTIVITY

DATE: May 27, 1994 11:58 EDT WORD COUNT: 1,599

...consumers are becoming increasingly comfortable with ATMs as evidenced by the continued growth in most **measures** of **EFT activity**. Significant potential, however, for additional growth exists with **POS** as the driver. Card penetration rates have remained relatively flat in recent years and the...

15/3,K/2 (Item 1 from file: 636)
DIALOG(R) File 636:Gale Group Newsletter DB(TM)
(c) 2000 The Gale Group. All rts. reserv.

02082064 Supplier Number: 43832434 (USE FORMAT 7 FOR FULLTEXT)
Bank Processors Dig For More EFT Gold
Bank Network News, v11, n24, pN/A
May 11, 1993
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 1007

(USE FORMAT 7 FOR FULLTEXT)
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15/3,K/3 (Item 1 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

03900038 SUPPLIER NUMBER: 06967948 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Second Annual Directory of Human Resources Services, Products and Suppliers, January 1989. (directory)
Personnel, v66, n1, pD1(167)
Jan, 1989
DOCUMENT TYPE: directory ISSN: 0031-5702 LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 155534 LINE COUNT: 14711

... of Employees: 30
SPECTRUM offers a complete line of human resource systems that covers all functional areas of HR and provides extensive analytical and reporting capabilities. Our product line consists of...system that provides quick and easy access to all types of employee information from applicant tracking to payroll interfacing. Standard features include: employee set-up, benefits, information, education, training, salary and...800-747-4868
Contact: Mona Stivers, Director of Sales
SPECTRUM-1: Unlimited use software that measures career-related motivation factors: accomplishment, recognition, power, and affiliation. Uses: employee selection, succession planning, career...
?

File 77:Conference Papers Index 1973-2000/May
(c) 2000 Cambridge Sci Abs
File 35:DISSERTATION ABSTRACTS ONLINE 1861-1999/DEC
(c) 2000 UMI
File 583:Gale Group Globalbase(TM) 1986-2000/Jul 12
(c) 2000 The Gale Group
File 2:INSPEC 1969-2000/Jun W1
(c) 2000 Institution of Electrical Engineers
File 65:Inside Conferences 1993-2000/Jul W2
(c) 2000 BLDSC all rts. reserv.
File 233:Internet & Personal Comp. Abs. 1981-2000/Jul
(c) 2000 Info. Today Inc.
File 99:Wilson Appl. Sci & Tech Abs 1983-2000/Jun
(c) 2000 The HW Wilson Co.

Set	Items	Description
S1	11754	POP OR POINT()OF()PURCHAS? OR POINT()OF()SALE OR POS OR EP- OS OR ELEC?()POINT(N2)SALE? OR CASH()REGISTER? OR SALES?(N2)T- ERMINAL?
S2	17505	(MONITOR? OR TRACK? OR OBSERV? OR MEASUR? OR OVERSEE) (N4) (ACTIVITY? OR SALES OR PURCHASES OR PURCHASING OR TRANSACTION- ?)
S3	15130	(ADDITIONAL? OR SUPPLEMENT? OR SECONDARY?) (N4) (PROCESS? - OR FUNCTION? OR ACTIVITY?)
S4	580	COUPON(N2)PRINT? OR COUPON?(N2)PRODUC? OR UPSELL? OR CROSS- ()SELL? OR CUSTOMER(N2)REBAT? OR SHOPPER?(N2)INCENTIVE? OR CU- STOMER?(N2)INCENT? OR CONSUMER?(N3)REWARD?
S5	55	S1 AND S2
S6	0	S5 AND (S3 OR S4)
S7	3	S2 AND S4
S8	10	S1 AND S3
S9	3	RD S7 (unique items)
S10	9	RD S8 (unique items)
?		

.9/7/1 (Item 1 from file: 2)
DIALOG(R)File 2:INSPEC
(c) 2000 Institution of Electrical Engineers. All rts. reserv.

03796544 INSPEC Abstract Number: D91000339
Title: Software helps sales representatives, managers make cross-selling a reality
Author(s): Radding, A.
Journal: Bank Management vol.66, no.10 p.78, 80-2
Publication Date: Oct. 1990 Country of Publication: USA
ISSN: 1049-1775
Language: English Document Type: Journal Paper (JP)
Treatment: Practical (P)
Abstract: An effective sales program requires the establishment of a sales culture, in which selling is emphasized, supported and rewarded. It requires training, incentives and close sales management. And it requires the proper tools. Increasingly, those tools include some sort of sales automation. Basically, there are two types of sales automation systems-sales management tools, which help managers measure and monitor the progress of sales people, and sales assistance tools, which automate sales people's daily activities, planning and preparation. To a certain extent, the systems overlap. (0 Refs)

9/7/2 (Item 2 from file: 2)
DIALOG(R)File 2:INSPEC
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03040546 INSPEC Abstract Number: D88000336
Title: Cross- selling results climb 133% at Beverly Savings
Author(s): Iovacchini, A.
Journal: Bank Systems & Equipment vol.24, no.10 p.75-6
Publication Date: Oct. 1987 Country of Publication: USA
CODEN: BSEQD6 ISSN: 0146-0900
Language: English Document Type: Journal Paper (JP)
Treatment: General, Review (G); Practical (P)
Abstract: The increase is attributed to the use of a sales tracking software package from Emanacom. The multi-user version allows platform officers to enter cross - sell data directly. The system also allows branch manager authorization before sales are uploaded to the host computer. Reports generated include employee statements, individual branch reports, teller and platform sales summaries and service sold summaries. Teller referrals have picked up rapidly since implementation of the software, and Beverly Savings plans to add a loan tracking module. (0 Refs)

9/7/3 (Item 3 from file: 2)
DIALOG(R)File 2:INSPEC
(c) 2000 Institution of Electrical Engineers. All rts. reserv.

02715393 INSPEC Abstract Number: D86002059
Title: Who is selling what? S&L knows with tracking model
Author(s): Schierhorn, C.
Journal: Bank Systems & Equipment vol.23, no.5 p.101-2
Publication Date: May 1986 Country of Publication: USA
CODEN: BSEQD6 ISSN: 0146-0900
Language: English Document Type: Journal Paper (JP)
Treatment: General, Review (G); Practical (P)
Abstract: Commercial Federal Savings & Loan is using a sales tracking software program to determine exactly how many of its 40 products and services have been sold by which of its sales counselors. The program, called FIST (Financial Institution Sales Tool) was developed by Pro-Ware of Omaha. Cross - selling ratios have improved steadily every month since the software was implemented. A further characteristic of FIST is its ability to track sources of funds so that when an account is opened, the bank can determine whether the money is coming from another account or is really new money. (0 Refs)

10/7/1 (Item 1 from file: 35)
DIALOG(R) File 35:DISSERTATION ABSTRACTS ONLINE
(c) 2000 UMI. All rts. reserv.

01671215 ORDER NO: NOT AVAILABLE FROM UNIVERSITY MICROFILMS INT'L.
DETERMINATION OF PERSISTENT ORGANIC POLLUTANTS IN SOLID ENVIRONMENTAL
SAMPLES USING ACCELERATED SOLVENT EXTRACTION AND SUPERCRITICAL FLUID
EXTRACTION (PCBS)

Author: BJORKLUND, ERLAND

Degree: PH.D.

Year: 1998

Corporate Source/Institution: LUNDS UNIVERSITET (SWEDEN) (0899)

Source: VOLUME 60/01-C OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 124. 205 PAGES

Location of Reference Copy: DEPARTMENT OF ANALYTICAL CHEMISTRY, LUND
UNIVERSITY, P.O. BOX 124, S-221 00 LUND, SWEDEN

Human activity is constantly causing environmental problems due to production and release of numerous chemicals. A group of compounds of special concern is persistent organic pollutants (POP). These toxic, lipophilic chemicals have a high chemical and biological stability, and tend to accumulate in the lipid phase of living organisms. A major sink for POPs are sediments, and consequently these are important for the distribution of POPs in the aquatic environment. Traditionally, determination of POPs rely on exhaustive extraction using liquid extraction techniques (e.g. Soxhlet extraction developed in the late 19th century) followed by gas chromatographic analysis. Since liquid-solid extraction normally requires large volumes of organic solvents in combination with long extraction times and extract clean-up, there has been an increasing demand for improved technology. This should result in reduced organic solvent consumption and sample preparation time, at the same time improving the environment and cutting costs for POP monitoring. In this thesis two modern techniques with capability of fulfilling at least one of these goals have been investigated: (1) Supercritical Fluid Extraction (SFE), and (2) Accelerated Solvent Extraction (ASE). Polychlorinated biphenyls (PCBs) were chosen as model compounds in all experiments performed on environmental matrices, since they cover a relatively large range of physiochemical parameters.

Important parameters influencing the overall extraction efficiency in ASE and SFE, are discussed and illustrated for a large number of sediments. It was demonstrated that, by careful consideration of the experimental parameters, both techniques are capable of replacing old methods such as Soxhlet extraction. ASE is somewhat faster than SFE, but the extracts generated in SFE are much cleaner and can be analyzed without sample clean-up. Consequently the overall sample preparation time may be substantially lower using SFE. However, ASE is important to verify that the developed SFE methods are exhaustive. It is quite clear though that there is no reason to continue using for example Soxhlet extraction, which should be replaced in routine laboratories.

The possibility of utilizing SFE as a selective tool in sorption/desorption studies of POPs in natural sediments was also addressed. This second objective was proven successful and sediments could be characterized in terms of resistance toward desorption of bound analytes under supercritical conditions. These data could be correlated to desorption processes occurring under natural conditions. Additionally it could be verified that sorption of POPs from water to sediment is a very slow process requiring months or even years. This supports recent research results, demonstrating that distribution coefficients many times are underestimated since the system has not reached equilibrium.

10/7/2 (Item 2 from file: 35)
DIALOG(R) File 35:DISSERTATION ABSTRACTS ONLINE
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01390519 ORDER NO: AAD95-00713

IMPACT OF GRAPHICS ON USER'S PERFORMANCE WITHIN THE HUMAN-COMPUTER

INTERACTION ENVIRONMENT

Author: BUSHEY, ROBERT RANDAL

Degree: PH.D.

Year: 1994

Corporate Source/Institution: ARIZONA STATE UNIVERSITY (0010)

Co-chairpersons: WILLIAM R. UTTAL; PHILIP M. WOLFE

Source: VOLUME 55/08-B OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 3515. 253 PAGES

Information being displayed graphically on computer displays has become an important performance issue in most organizations. Although theory and empirical research have demonstrated that display format has an impact on performance, the magnitude of such impact and its limits on user's performance are largely unknown.

In this research, two issues were addressed. The first issue investigated the use of cognitive models and their ability to predict user behavior. The second issue investigated the perceptual processes which allows computer users to respond quickly to information displayed in graphic format. The overall research concept was the impact of graphical information on performance within the human computer interaction environment. This research involved seven experiments with three experiments emphasizing the subject's overall response time. The other four experiments utilized eye tracking technology to gather and analyze in significantly greater detail the subject's decision making processes. The empirical results indicated that information portrayed graphically can have a significant impact on performance. Subjects employing an "Object" strategy use their perceptual processes to great advantage in manipulating graphical objects in their decision making process. Subjects employing a "Numeric" strategy were forced to use additional processing steps to convert the graphical information into numerical form before continuing their decision making process. Thus, there was a negative impact on performance for subjects using the "Numeric" strategy. Clearly the subject's strategy must become an integral part of research studies pertaining to graphical information. Although the inclusion of graphics in a display format did impact user performance, the degree and direction of the impact is dependent on the particular strategy employed.

The results of this research lead to display design recommendations. The objective of display design can be stated quite simply that the goal is obvious. This design objective originates from a user's ability to quickly see obvious decisions when information is displayed graphically. In terms of the models, the subjects using the "Object" strategy would be encouraged to use the "Obvious" process sub-model. The resulting display will have a very positive impact on performance characteristics for the subjects using the "Object" strategy. There would be two fundamental steps to this design activity. First, the decision problem needs to be re-defined so that the information can be processed as graphical elements rather than through numeric manipulation. Second, the display needs to be formatted so that the subject's perceptual processes can be used to see and then to make the "obvious" decisions. The clarity of the activation maps will need to be emphasized by using the perceptual channels for visual stimulus (color, shape, etc.) and using the pop -out effect for local differences on features.

10/7/3 (Item 1 from file: 583)

DIALOG(R) File 583:Gale Group Globalbase(TM)

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03850571

IBM PUTS CHEQUE PROCESSING INTO CHECK SOLUTIONS CO

US - IBM PUTS CHEQUE PROCESSING INTO CHECK SOLUTIONS CO

Computergram International (CGI) 21 November 1990 pl

ISSN: 0268-716X

Following its decision to put its automatic teller machine business into a JV with Diebold, IBM is stepping back its commitment to another secondary activity in the banking market, and has to put its cheque processing systems business into a joint venture with the Check Consultants subsidiary

of First Tennessee National, pending bank regulatory approval. The two will form a general partnership to provide integrated cheque processing systems under the name Check Solutions (Memphis, TN). The partnership will develop new and enhance existing, cheque and cheque imaging software based on IBM's Check Processing Control System for the IBM389X/XP family of reader sorters; offer systems implementation services; maintain software, and offer training. Check Solutions will be jointly owned by IBM and First Tennessee; no other details revealed.*

10/7/4 (Item 2 from file: 583)
DIALOG(R) File 583:Gale Group Globalbase(TM)
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03822052
ATM INSTALLATIONS UP 8% FROM 1989
UK - ATM INSTALLATIONS UP 8% FROM 1989
Banking World (BGW) 0 November 1990 p33-37
ISSN: 0737-6413

UK: The number of ATMs installed by banks and in service in the year to June 1990 was up 8% over the same period 1989. The biggest increase of 34% is shown by the Abbey National, which plans to have 900 ATMs installed by end-1990, compared to 413 machines at end-1988. The increase gives Abbey National sixth place in the ATM league, behind NatWest, Barclays, Midland, Lloyds and the TSB. Midland is currently undergoing a major refurbishment of its branches and its investment in self-service equipment alone during 1990 will be around GBP7 mil. Reciprocity between the three big shared ATM networks, Mint, the Four Banks and Link, has given UK customers access to a network of upwards of 4k machines. Article goes on to consider the European ATM market and incorporates a table of high street banks, giving a breakdown of ATM business and equipment, plus details of **additional functions** offered and total number of branches.

10/7/5 (Item 1 from file: 2)
DIALOG(R) File 2:INSPEC
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6310022 INSPEC Abstract Number: B1999-09-6150M-068
Title: A simple data link protocol for high-speed packet networks
Author(s): Doshi, B.T.; Dravida, S.; Hernandez-Valencia, E.J.; Matragi, W.A.; Qureshi, M.A.; Anderson, J.; Manchester, J.S.
Author Affiliation: Dept. of Performance Analysis, AT&T Bell Labs., Holmdel, NJ, USA
Journal: Bell Labs Technical Journal vol.4, no.1 p.85-104
Publisher: Lucent Technologies,
Publication Date: Jan.-March 1999 Country of Publication: USA
CODEN: BLTJFD ISSN: 1089-7089
SICI: 1089-7089(199901/03)4:1L.85:SDLP;1-8
Material Identity Number: F375-1999-002
Language: English Document Type: Journal Paper (JP)
Treatment: Practical (P); Theoretical (T)
Abstract: Many popular point-to-point data link protocols use the high-level data link control (HDLC) framing mechanism, which delineates protocol data units (PDUs) by means of a special bit pattern or flag. When such a flag occurs in the payload portion of a frame, an escape byte is used to pad the transmitted byte stream and enables the receiver to differentiate between a true framing flag and an occurrence of the flag pattern in the user information. The need to process each byte in the incoming byte stream to identify the flag pattern makes this frame delineation method increasingly complex and expensive to implement as the interface speed increases. In addition, the byte stuffing operation performed when the flag pattern appears in the user information stream expands the carried traffic. These factors limit the scalability and QoS management capabilities of the flag-based data link protocols, particularly at high link rates. The increasing popularity of the packet over SONET (POS) protocol stack makes it desirable to find alternative framing

protocols. In this paper, we present a simple data link (SDI) protocol. Based on using a length indicator field and a header cyclic redundancy check (CRC) rather than a flag, to delineate frames, SDI is inherently scalable to high speeds and provides constant transmission overhead. We discuss the error control, delineation, and resynchronization mechanisms used by SDI, and we describe a link scrambler designed to protect against malicious attacks that attempt to generate very low bit transition density on the line. We also present additional link control functions designed to make SDI suitable for next-generation multiservice networks. (19 Refs)

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10/7/6 (Item 2 from file: 2)
DIALOG(R)File 2:INSPEC
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6032577 INSPEC Abstract Number: A9821-8732S-014
Title: Learning pop -out detection: building representations for conflicting target-distracter relationships
Author(s): Ahissar, M.; Laiwand, R.; Kozminsky, G.; Hochstein, S.
Author Affiliation: Dept. of Psychol., Hebrew Univ., Jerusalem, Israel
Journal: Vision Research vol.38, no.20 p.3095-107
Publisher: Elsevier,
Publication Date: Oct. 1998 Country of Publication: UK
CODEN: VISRAM ISSN: 0042-6989
SICI: 0042-6989(199810)38:20L.3095:LDBR;1-F
Material Identity Number: V013-98015
U.S. Copyright Clearance Center Code: 0042-6989/98/\$19.00
Document Number: S0042-6989(97)00449-5
Language: English Document Type: Journal Paper (JP)
Treatment: Experimental (X)

Abstract: Studies of perceptual learning consistently found that improvement is stimulus specific. These findings were interpreted as indicating an early cortical learning site. In line with this interpretation, the authors consider two alternative hypotheses: the 'earliest modification' and the 'output-level modification' assumptions, which respectively assume that learning occurs within the earliest representation which is selective for the trained stimuli, or at cortical levels receiving its output. The authors studied performance in a **pop -out** task using light bar distracter elements of one orientation, and a target element rotated by 30 degrees (or 90 degrees). The authors tested the alternative hypotheses by examining **pop -out** learning through an initial training phase, a subsequent learning stage with swapped target and distracter orientations, and a final re-test with the originally trained stimuli. The authors found learning does not transfer across orientation swapping. However, following training with swapped orientations, a similar performance level is reached as with original orientations. That is, learning neither facilitates nor interferes to a substantial degree with subsequent performance with altered stimuli. Furthermore, this re-training does not hamper performance with the originally trained stimuli. If training changed the earliest orientation selective representation (specializing it for performance of the particular performed task) it would necessarily affect performance with swapped orientations, as well. The co-existence of similar asymptotes for apparently conflicting stimulus sets refutes the 'earliest modification' hypothesis, supporting the alternative 'output level modification' hypothesis. The authors conclude that **secondary cortical processing** levels use outputs from the earliest orientation representation to compute higher order structures, promoting and improving successful task performance. (49 Refs)

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10/7/7 (Item 3 from file: 2)
DIALOG(R)File 2:INSPEC
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03601938 INSPEC Abstract Number: C90023896
Title: Effective utilization of a geographical information system

processor through non-interactive processing

Author(s): Rourk, R.W.

Conference Title: URISA Proceedings. Papers from the Annual Conference of the Urban and Regional Information Systems Association p.88-101

Publisher: Urban and Regional Inf. Syst. Assoc, Washington, DC, USA

Publication Date: 1989 Country of Publication: USA 5 vol.
(viii+194+vii+245+vii+167+xi+409+xii+106) pp.

Conference Date: 6-10 Aug. 1989 Conference Location: Boston, MA, USA

Language: English Document Type: Conference Paper (PA)

Treatment: Practical (P)

Abstract: Geographic information systems are loaded with flashy graphics, pop up and pull down menus, windows and icons for the ultimate in interactive productivity, but it is impossible to justify the often hundreds of thousands of dollars for computing resources for interactive processing alone. To achieve maximum benefit from a GIS processor non-interactive or batch processing is essential. The paper describes how to maximize GIS processing power through the utilization of off-hour and weekend batch processing. Discussions of justification, candidate process identification and procedure development in a distributed processing environment are supplemented by a discussion of available tools, sample algorithms, and case study examples of working procedures. The discussion includes an examination of multi-tasking procedure development and task-to-task communications. The document is designed to aid GIS project managers and application specialists in design and implementation of custom tailored batch user applications to more effectively utilize GIS computing resources. (2 Refs)

10/7/8 (Item 1 from file: 233)

DIALOG(R)File 233:Internet & Personal Comp. Abs.

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00600211 00PU04-003

Apple Power Mac G4

Binder, Kate

Publish , April 1, 2000 , v15 n4 p34, 1 Page(s)

ISSN: 0897-6007

Company Name: Apple Computer

URL: <http://www.apple.com>

Product Name: Apple Power Mac G4

Presents a very favorable review of the Power Mac G4 (\$1,599 - \$3,499), a graphite and silver desktop computer, from Apple Computer (800). Runs on the Macintosh platform. Mentions the increased speed, which it says, is due partly to the G4's new architecture and partly to its velocity engine feature, which make math processing considerably faster. Says installing additional RAM or expansion cards is simple, just pop the latch and let down the side. Adds that like the G3, the G4 has two external FireWire ports, primarily useful for the digital video enthusiast and an internal one. Notes that it also has two external USB ports. States that for SCSI peripherals, an Adaptec Ultra SCSI card can be ordered with the G4. Warns that it ships with Mac OS 9, the worst system upgrade Apple has released in years since it breaks more third-party software and causes more mysterious problems than any upgrade since System 7. Includes one photo. (sps)

10/7/9 (Item 2 from file: 233)

DIALOG(R)File 233:Internet & Personal Comp. Abs.

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00196245 89MU07-013

FileMagic

Lewis, Darryl

MacUser , July 1, 1989 , v5 n7 p62, 1 Pages

ISSN: 0884-0997

Presents an unfavorable review of FileMagic v1.0 (\$99), a file management utility program, from Magnus Corp. of Bellevue, WA (800, 206). Requires a Macintosh 512KE or later with System 6.0.2 or later. The product attempts to add functionality to the Standard File Dialog box when choosing

Open or Save As commands on the Macintosh. The product allows files or folders to be stored into a pop -out list as well as opens files on top of others only if the applications allows multiple windows or if the application allows the opening of multiple files. It also allows for some additional functions to added. Says ``FileMagic is a very good idea, but it's not ready'' because it over crowds the system folder and has compatibility problems. Reviewer was not satisfied with its interface or stability. Contains one screen display. (lj)
?

File 347:JAPIO Oct 1976-2000/Jan(UPDATED 000611)

(c) 2000 JPO & JAPIO

File 350:DERWENT WPIX 1963-2000/UD=, UM=, & UP=200030

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Set	Items	Description
S1	14981	POP OR POINT()OF()PURCHAS? OR POINT()OF()SALE OR POS OR EP- OS OR ELEC?()POINT(N2)SALE? OR CASH()REGISTER? OR SALES?(N2)T- ERMINAL?
S2	7020	(MONITOR? OR TRACK? OR OBSERV? OR MEASUR? OR OVERSEE) (N4) (ACTIVITY? OR SALES OR PURCHASES OR PURCHASING OR TRANSACTION- ?)
S3	16536	(ADDITIONAL? OR SUPPLEMENT? OR SECONDARY?) (N4) (PROCESS? - OR FUNCTION? OR ACTIVITY?)
S4	228	COUPON(N2)PRINT? OR COUPON?(N2)PRODUC? OR UPSELL? OR CROSS- ()SELL? OR CUSTOMER(N2)REBAT? OR SHOPPER?(N2)INCENTIVE? OR CU- STOMER?(N2)INCENT? OR CONSUMER?(N3)REWARD?
S5	46	S1 AND S2
S6	3	S5 AND (S3 OR S4)
?		

6/7/1 (Item 1 from file: 350)
DIALOG(R) File 350:DERWENT WPIX
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011250925 **Image available**
WPI Acc No: 1997-228828/199721

Consumer purchasing behaviour monitoring appts - monitors advertisements and promotions to which consumers have been exposed, and correlates consumers purchases with advertising and promotions test subject has been exposed to

Patent Assignee: WEINBLATT L S (WEIN-I)

Inventor: WEINBLATT L S

Number of Countries: 003 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
EP 769749	A2	19970423	EP 92304775	A	19920527	199721 B
			EP 96202292	A	19920527	
EP 769749	A3	19970507	EP 92304775	A	19920527	199731
			EP 96202292	A	19920527	

Priority Applications (No Type Date): US 91733763 A 19910722

Cited Patents: No-SR.Pub; 4.Jnl.Ref; EP 189691; EP 253240; JP 61131065; JP 61133472; JP 61271569; US 4833308; US 4949256

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
EP 769749	A2	E 14	G06F-017/60	Div ex application EP 92304775
				Designated States (Regional): DE FR GB
EP 769749	A3		G07G-001/00	Div ex application EP 92304775

Abstract (Basic): EP 769749 A

The system monitors advertisements and promotions to which a consumer has been exposed, together with the subsequent purchasing behaviour of the consumer. The information is combined to analyse whether and to what extent the advertisements and/or promotions influenced the consumers **purchases**. **Purchases** are **monitored** by producing a machine readable record of the purchases with a store **cash register**.

The consumer inserts the record into a home unit which stores the information. The home unit also issues a **reward** to the **consumer** for cooperating. The advertising, promotion and/r purchase data is classified by the home unit into selected categories which can be accessed by a computer for further processing to provide, e.g certain test results of interest

USE/ADVANTAGE - Correlating purchasing behaviour of consumer to advertisements. Monitoring impact of direct mail advertising on consumer. Increased size of data sample for correlating purchasing behaviour with exposure to advertising. Increases number of consumers in test sample and provides meaningful results rapidly.

Dwg.4/5

Derwent Class: T01

International Patent Class (Main): G06F-017/60; G07G-001/00

International Patent Class (Additional): G06F-015/21

6/7/2 (Item 2 from file: 350)

DIALOG(R) File 350:DERWENT WPIX

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009474355 **Image available**
WPI Acc No: 1993-167896/199320

Automatic data acquisition and processing for point of sale system - has two separate local area networks linking standard point of sale terminals and lane terminals with universal system controller

Patent Assignee: COMARK TECHNOLOGIES INC (COMA-N)

Inventor: FERGUSON W L; WALLIS M H

Number of Countries: 037 Number of Patents: 003

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
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WO 9309515	A1	19930513	WO 92US9479	A	19921104	199320	B
AU 9331263	A	19930607	AU 9331263	A	19921104	199338	
US 5256863	A	19931026	US 91788288	A	19911105	199344	

Priority Applications (No Type Date): US 91788288 A 19911105
Cited Patents: US 4679154; US 4723212; US 4797540; US 4877947; US 4972462;
US 5053607; US 5119293

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
WO 9309515	A1	E	66 G06K-015/00	Designated States (National): AT AU BB BG BR CA CH CS DE DK ES FI GB HU JP KP KR LK LU MG MN MW NL NO PL RO RU SD SE Designated States (Regional): AT BE CH DE DK ES FR GB GR IE IT LU MC NL OA SE
AU 9331263	A		G06K-015/00	Based on patent WO 9309515
US 5256863	A		23 G06K-015/00	

Abstract (Basic): WO 9309515 A

The system has a local area network of **point of sale** terminals for initiating merchandising purchase transactions. All purchase **transactions** in the network are **monitored** passively to acquire primary purchase data. A second local area network of lane terminals is used for inputting secondary data, including purchase discount information and/or payment verification information.

A universal system controller mirrors the primary information and generates output information to the **point of sale** terminals via the lane terminals. The output information includes discount and/or verification data. The lane terminals have a range of input and output facilities, including keyboard, magnetic stripe, bar=code and smart card readers.

ADVANTAGE - System permits significant time and cost savings to be realised, esp. by retailers. Provides enhanced check stand functionality, without increased down-time.

Dwg.1/10

Abstract (Equivalent): US 5256863 A

The processing system has a local area network of **POS** terminals for initiating merchandise purchase transactions. All of the purchase transactions in the LAN are passively monitored to acquire primary purchase data. A second local area network of lane terminal devices inputs secondary data, including discount coupon information, cheque information and bank card information to a universal system controller. The terminal device may use a bar-code scanner or a magnetic strip reader for bank card information.

The controller mirrors the primary information, **processes** the primary and the **secondary** information, and generates output information to the **POS** terminals of the first LAN via the lane terminal devices of the second LAN, the output information including coupon verification data, coupon amount data, cheque verification data and bank card verification data.

ADVANTAGE - Reduced or eliminated cheque and voucher fraud.

Dwg.1/10

Derwent Class: T01; T04; T05

International Patent Class (Main): G06K-015/00

International Patent Class (Additional): G07G-001/12

6/7/3 (Item 3 from file: 350)

DIALOG(R)File 350:DERWENT WPIX

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009344803 **Image available**

WPI Acc No: 1993-038273/199305

Apparatus for correlating purchasing behaviour of consumer to advertisements - monitors advertisement exposure with in-store cash register producing machine readable record, detecting and issuing reward at specified threshold

Patent Assignee: WEINBLATT L S (WEIN-I)

Inventor: WEINBLATT L S

Number of Countries: 004 Number of Patents: 005

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
EP 525947	A1	19930203	EP 92304775	A	19920527	199305 B
US 5401946	A	19950328	US 91733763	A	19910722	199518
US 5515270	A	19960507	US 91733763	A	19910722	199624
			US 95372075	A	19950112	
EP 525947	B1	19970820	EP 92304775	A	19920527	199738
			EP 96202292	A	19920527	
DE 69221683	E	19970925	DE 621683	A	19920527	199744
			EP 92304775	A	19920527	

Priority Applications (No Type Date): US 91733763 A 19910722; US 95372075 A 19950112

Cited Patents: 01Jnl.Ref; EP 144085; EP 189691; EP 263635; US 4331973; US 4833308; US 4872113; US 4949256; WO 8504543

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
EP 525947	A1	E 17	G07G-001/00	Designated States (Regional): DE FR GB
US 5401946	A	10	G06F-015/21	
US 5515270	A	12	G07G-001/12	Cont of application US 91733763 Cont of patent US 5401946
EP 525947	B1	E 15	G07G-001/00	Related to application EP 96202292 Related to patent EP 769749
				Designated States (Regional): DE FR GB
DE 69221683	E		G07G-001/00	Based on patent EP 525947

Abstract (Basic): EP 525947 A

Advertisements and promotions to which a consumer has been exposed are **monitored** together with the subsequent **purchasing** behavior of that consumer. The information is combined to analyse whether and to what extent the advertisements and/or promotions influences the consumer's **purchases**. **Purchases** are **monitored** by producing a machine readable record them with a store **cash register**. The consumer inserts this record into a home unit which stores this information.

The home unit is also capable of issuing a **reward** to the **consumer** for cooperating. Also, the advertising, promotion and/or purchase data is classified by the home unit into selected categories which can be accessed by a computer for further processing to provide, e.g., certain test results of interest relatively quickly because only a portion of all the collected data needs to be analysed.

ADVANTAGE - Increases size of data sample, at relatively low cost, for correlating purchasing behavior with exposure to advertising.

Dwg.1/5

Abstract (Equivalent): EP 525947 B

Apparatus for obtaining and storing information on the purchasing behaviour of a consumer as well as advertisements to which said consumer has been exposed, comprising: advertisement monitoring means (1) for monitoring exposure of said consumer to advertisements; and a unit (41) for use in the home of said consumer, including means (43) for reading purchase information including product identification data, and means for storing output signals from said advertisement monitoring means (1) and said reading means (43), the apparatus being characterised by further comprising means (11) for use in a store for placing said product identification data on a machine-readable record (13) and in that said reading means (43) is adapted to read said machine-readable record (13) in the home of said consumer.

Dwg.1/5

Abstract (Equivalent): US 5515270 A

An apparatus for **monitoring** **purchasing** behaviour of a consumer, comprising:

cash register means for use in a store to place purchase information related to purchases made in the store by the consumer on a machine-readable record;

a unit for use in a home of the consumer and having means for reading the purchase information on said machine-readable record and

for storing data associated with said purchase information, said home unit including:

(a) means for detecting when a predetermined threshold has been reached of a selected category of said data stored in said data storing means, and

(b) means coupled to said detecting means for issuing a **reward** to said **consumer** when said threshold is reached.

Dwg.1/5

US 5401946 A

Advertisements and promotions to which a consumer has been exposed are **monitored** together with the subsequent **purchasing** behaviour of that consumer. The information is combined to analyse whether and to what extent the advertisements and/or promotions influenced the consumer's **purchases**. **Purchases** are **monitored** by producing a machine readable record with a store **cash register**.

The consumer inserts the record into a home unit which stores this information. The home unit issues a **reward** to the **consumer** for co-operating. The advertising, promotion and/or purchase data is classified by the home unit into selected categories which can be accessed by a computer for further processing to provide, for example, certain test results of interest quickly because only a portion of all the collected data needs to be analysed.

ADVANTAGE - For monitoring impact of direct mail advertising and promotions on consumer. Increases size of data sample at low cost.

Improved reliability of information.

Dwg.1/5

Derwent Class: T01; T04; T05

International Patent Class (Main): G06F-015/21; G07G-001/00; G07G-001/12

International Patent Class (Additional): G06F-017/60

?

S8

16 S7 AND (ACTIVITY? OR SALES? OR PURCHASES? OR PURCHASING? OR TRANSACTION?)

8/7/1 (Item 1 from file: 347)
DIALOG(R) File 347:JAPIO
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06234279 **Image available**
MERCHANTISE REGISTER MANAGEMENT DEVICE AND MERCHANTISE REGISTER PROCESSING
SYSTEM FOR USING THE SAME

PUB. NO.: 11-175850 [JP 11175850 A]
PUBLISHED: July 02, 1999 (19990702)
INVENTOR(s): NAGAO KEIICHI
APPLICANT(s): TOSHIBA TEC CORP
APPL. NO.: 09-336966 [JP 97336966]
FILED: December 08, 1997 (19971208)

ABSTRACT

PROBLEM TO BE SOLVED: To make it possible to arbitrarily add data of items needed for data analysis to merchandise **transaction** information that a store processor collects from a **POS** terminal.

SOLUTION: A merchandise information file that a store processor 1 has is provided with an area for storing additional information consisting of arbitrary items necessary for a data analysis. When there is an inquiry of the merchandise information from the **POS** terminal 2, the store **processor** 1 obtains **additional** information corresponding to the merchandise information together with the merchandise information concerned from the merchandise information file and transmits them to a **POS** terminal 2 of an inquirer. Also, when the additional information are received from the **POS** terminal 2 together with merchandise **transaction** information, the merchandise **transaction** information and the additional information are written in the merchandise **transaction** file as one record.

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8/7/2 (Item 2 from file: 347)
DIALOG(R) File 347:JAPIO
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04452461 **Image available**
ELECTRONIC CASH REGISTER

PUB. NO.: 06-096361 [JP 6096361 A]
PUBLISHED: April 08, 1994 (19940408)
INVENTOR(s): HASE YASUHIKO
APPLICANT(s): SANYO ELECTRIC CO LTD [000188] (A Japanese Company or Corporation), JP (Japan)
TOTTORI SANYO ELECTRIC CO LTD [323436] (A Japanese Company or Corporation), JP (Japan)
APPL. NO.: 04-247916 [JP 92247916]
FILED: September 17, 1992 (19920917)

ABSTRACT

PURPOSE: To securely perform the additional registration of even an article as a single item by providing a data memory wherein whether or not each article is a single item and quantity data on the additional registration are set and a control means which automatically issues a receipt at the end of the additional registration.

CONSTITUTION: When a **salesclerk** presses an in-department key, a control circuit 1 performs a specific process to detect **additional** registration data being set in a specific area. Then the input of additional registration data is expected and when the **salesclerk** operates its department key at a customer's request, the control circuit 1 which detects the additional registration data being inputted increases the contents of a formed counter by one and compares the counter value with the value in a data memory 5, so once the matching is detected, the receipt is issued.

Therefore, even when an article is set to a single item, the receipt is not issued once the article is inputted, and the additional registration data can be inputted.

8/7/3 (Item 3 from file: 347)
DIALOG(R)File 347:JAPIO
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04250667 **Image available**
INFORMATION MANAGING DEVICE

PUB. NO.: 05-242367 [JP 5242367 A]
PUBLISHED: September 21, 1993 (19930921)
INVENTOR(s): KATO MASATO
APPLICANT(s): TOKYO ELECTRIC CO LTD [000356] (A Japanese Company or Corporation), JP (Japan)
APPL. NO.: 04-042784 [JP 9242784]
FILED: February 28, 1992 (19920228)

ABSTRACT

PURPOSE: To reduce the consumption of printing paper for slips and to simplify operation in a commodity **sales** register such as an electronic **cash register** for a restaurant.

CONSTITUTION: This information managing device is provided with a registration printing means for issuing a temporary slip by registering processing corresponding to a customer's order, an information storing means for temporarily storing the operation information of the registering processing together with customer's identification information, an adjustment executing means 4 for selecting the operation information temporarily stored by the information storing means by the identification information and executing adjusting processing, and an adjustment printing means 7 for additionally printing the adjustment processing operation information to the temporary slip and issuing a regular slip.

8/7/4 (Item 4 from file: 347)
DIALOG(R)File 347:JAPIO
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03711667 **Image available**
RESTAURANT POS SYSTEM

PUB. NO.: 04-076767 [JP 4076767 A]
PUBLISHED: March 11, 1992 (19920311)
INVENTOR(s): TAKITA NORIKO
APPLICANT(s): NEC CORP [000423] (A Japanese Company or Corporation), JP (Japan)
APPL. NO.: 02-190227 [JP 90190227]
FILED: July 18, 1990 (19900718)

ABSTRACT

PURPOSE: To execute information offering service useful for users by controlling and outputting additional information useful for the users in addition to **sales** information.

CONSTITUTION: This restaurant **POS** system is constituted of a **POS** register 1a and a terminal controller 2a. An individual **sales** totalizing processing means 27 totalizes the **sales** data of received files in each person by driving an individual **sales** totalizing processing part. At that time, **additional** information such as intake calorie value and nutriments is also totalized and stored in a **sales** totalizing file. An individual calorie report output processing means 28 executes individual calorie report output processing to extract data such as an individual intake calorie value or main nutrients from individual totalizing data and output the extracted data as an individual calorie report. Since the additional information useful for users is controlled and outputted in

addition to sales information, information offering service useful for the users can be executed.

8/7/5 (Item 5 from file: 347)
DIALOG(R)File 347:JAPIO
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03068995 **Image available**
ELECTRONIC CASH REGISTER

PUB. NO.: 02-044495 [JP 2044495 A]
PUBLISHED: February 14, 1990 (19900214)
INVENTOR(s): MIZUGUCHI HIROYUKI
APPLICANT(s): TOKYO ELECTRIC CO LTD [000356] (A Japanese Company or Corporation), JP (Japan)
APPL. NO.: 63-195459 [JP 88195459]
FILED: August 05, 1988 (19880805)

ABSTRACT

PURPOSE: To prevent re-registration even at the time of the input mistake of a discount rate or an additional rate, and to improve working efficiency by setting the ceiling limit of the discount rate and additional rate with respect to a sales amount and a sub-total amount, and prohibiting the discount or additional processing of the rate to exceed the ceiling limit.

CONSTITUTION: When the discount rate or the additional rate for the sales amount of a sales commodity or the sub-total amount of a customer is inputted by the key operation of a discount key 27 or an additional key 28, the discount rate or the additional rate is compared with the ceiling value set at ceiling value memories 39 and 40 beforehand, and when the discount rate or the additional rate is under the ceiling value, the discount or additional processing for the sales amount or the sub-total amount is executed, whereas, when it exceeds the ceiling value, the discount processing or the additional processing is prohibited. Thus, even when the discount rate or the additional rate is erroneously inputted, the fear of the re-registration is eliminated, and the working efficiency is improved.

8/7/6 (Item 6 from file: 347)
DIALOG(R)File 347:JAPIO
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02213559 **Image available**
PRODUCT INFORMATION RETRIEVAL SYSTEM FOR POS SYSTEM

PUB. NO.: 62-130459 [JP 62130459 A]
PUBLISHED: June 12, 1987 (19870612)
INVENTOR(s): AOKI KIYOSHI
APPLICANT(s): NEC CORP [000423] (A Japanese Company or Corporation), JP (Japan)
APPL. NO.: 60-270263 [JP 85270263]
FILED: November 30, 1985 (19851130)

ABSTRACT

PURPOSE: To reduce a waiting time for retrieval without pushing up a cost by outputting a bit of product information obtained from a file at a center side when the bit of product information requested to retrieve is not present within a RAM at its own terminal, and providing a learning function to register additionally an obtained bit of product information within its own RAM.

CONSTITUTION: When a retrieval request for the bit of product information is inputted from an input/output device 12 to a processor 11 in a POS (Point Of Sales) terminal equipment 2a, the bit of product information within a RAM13 is retrieved. And when a corresponding bit of product

information is registered, it is displayed on a CRT at the input/output device. But when it is not registered, a product information file 1b within a center device 1 is retrieved with the processor 11 through a series transmission line 3a and a terminal controller 1a. And the obtained bit of product information is registered additionally at the RAM13, and also, it is displayed on the CRT at the input/output device 12.

8/7/7 (Item 7 from file: 347)
DIALOG(R) File 347:JAPIO
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02152461 **Image available**
POS SYSTEM

PUB. NO.: 62-069361 [JP 62069361 A]
PUBLISHED: March 30, 1987 (19870330)
INVENTOR(s): TAKANO HIROSHI
APPLICANT(s): MITSUBISHI ELECTRIC CORP [000601] (A Japanese Company or Corporation), JP (Japan)
APPL. NO.: 60-209415 [JP 85209415]
FILED: September 20, 1985 (19850920)

ABSTRACT

PURPOSE: To obtain a POS system that does not deteriorate the responsiveness of the system and the processing capacity to a circuit, by providing a secondary station function part where the secondary station set on an in-line circuit serves usually as a slave station and a monitor function part where all telegrams are received.

CONSTITUTION: A secondary station 3 works usually under the control of a primary station 1 like a slave station 2 and has a secondary station function 3a that performs the control of an in-line circuit in place of the station 1 in case the station 1 has a trouble and a monitor function 3b that can receive all telegrams on the in-line circuit. Then the station 3 fetches all telegrams with its monitor function regardless of the pattern of office numbers contained in the telegrams to detect the telegrams addressed to the station 2 from the station 1 and vice versa. Thus the sales information collected from the station 2 are set under the same state as the station 1.

8/7/8 (Item 8 from file: 347)
DIALOG(R) File 347:JAPIO
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02037858 **Image available**
POS TERMINAL EQUIPMENT

PUB. NO.: 61-251958 [JP 61251958 A]
PUBLISHED: November 08, 1986 (19861108)
INVENTOR(s): YOSHIDA TOMOO
APPLICANT(s): NITSUKO CORP [352301] (A Japanese Company or Corporation), JP (Japan)
APPL. NO.: 60-092213 [JP 8592213]
FILED: May 01, 1985 (19850501)

ABSTRACT

PURPOSE: To execute only payment processing in cash at settlement by allocating a key code corresponding to a customer, inputting sales data whenever it occurs, re-writing contents in a temporary storage area corresponding to the key code and printing and outputting the settlement result.

CONSTITUTION: A customer enters a restaurant where a POS terminal equipment 10 is installed, takes a seat at a guided table, and makes order. When a table number T15, for instance, is inputted as the key code through a keyboard 16, a CPU 11 reads out the contents in the temporary storage

area A15 in an RAM 12 corresponding to the number T15, and displays them on a CRT 15. Here, when a stake and its number are inputted, the stake, unit price and number are displayed. When a temporary termination key is turned on, a subtotal is calculated and printed, and simultaneously stored in the area A15 of the RAM 12. An **additional** order is **processed** in the same way. When a termination key is turned on, a total is printed, and simultaneously the memory contents in the area A15 are erased. Thus only the payment processing in cash is made at settlement.

8/7/9 (Item 9 from file: 347)
DIALOG(R) File 347:JAPIO
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01162475 **Image available**
ELECTRONIC CASH REGISTER

PUB. NO.: 58-099875 [JP 58099875 A]
PUBLISHED: June 14, 1983 (19830614)
INVENTOR(s): KOMAI KENSAKU
APPLICANT(s): SHARP CORP [000504] (A Japanese Company or Corporation), JP
(Japan)
APPL. NO.: 56-199006 [JP 81199006]
FILED: December 09, 1981 (19811209)

ABSTRACT

PURPOSE: To **process** an **additional** value tax without fail at every **transaction**, by constituting so that an amount of money by the additional value tax is operated, when an additional value tax operating mode has been set in advance.

CONSTITUTION: In case when it is necessary that an electronic **cash register** **processes** an **additional** value tax (VAT) without fail, an operator selects a service mode by a mode switch 7, and stores its information in a storing circuit 8 temporarily. Subsequently, when a VAT key 42 and an end instruction key 44 contained in a function key 4 are operated simultaneously, AND gates 16, 17 are opened, an output of a service mode detecting circuit 15 is provided to a CPU3, and a flag is set to the CPU3. Subsequently, when all goods purchased by a customer are registered and a deposited amount paid by the customer is inputted from a numerical key 1, and a deposit key 43 is operated, the CPU3 reads out tax rates from an RAM11 when the flag is set. Subsequently, operation of the tax rate X, **transaction**, total amount, etc. are executed, and its result is printed by a printing part 13.

8/7/10 (Item 10 from file: 347)
DIALOG(R) File 347:JAPIO
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01052867 **Image available**
ELECTRONIC CASH REGISTER

PUB. NO.: 57-203167 [JP 57203167 A]
PUBLISHED: December 13, 1982 (19821213)
INVENTOR(s): SERIZAWA MASAYUKI
 MASUDA KAZUYUKI
 TSUCHIYA MASAMI
APPLICANT(s): TOKYO ELECTRIC CO LTD [000356] (A Japanese Company or
Corporation), JP (Japan)
APPL. NO.: 56-089139 [JP 8189139]
FILED: June 10, 1981 (19810610)

ABSTRACT

PURPOSE: To select the issue of a receipt for the amount of money equal to or smaller than the total amount of money of **sales** and the issue of a receipt for the amount of money larger than this total amount of money in the closing operation and to facilitate the addition **processing** for

additional orders, by selecting a mode in a mode switching means.

CONSTITUTION: When a mode switching means 8 is set to the first receipt issue mode, a receipt for the amount of money of entry data in an entry buffer memory is issued if this entry data is equal to or smaller than data of the second memory for the amount of money. When the means 8 is set to the second receipt issue mode, a receipt for the amount of money of this entry data is issued. Consequently, a receipt for the total amount of money is issued even if orders are given additionally after the closing operation, and the calculation mess of the operator is prevented

8/7/11 (Item 1 from file: 350)

DIALOG(R) File 350:DERWENT WPIX
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012769913 **Image available**
WPI Acc No: 1999-576136/199949

Automatic vending machine - has control device which calculates date of goods point of sale from individual information data read by card reader

Patent Assignee: SANYO ELECTRIC CO LTD (SAOL)
Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 11250329	A	19990917	JP 9847584	A	19980227	199949 B

Priority Applications (No Type Date): JP 9847584 A 19980227

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
JP 11250329	A	4	G07F-009/02	

Abstract (Basic): JP 11250329 A

NOVELTY - A control device calculates the date of goods **point of sale** from individual information data read by a card reader (7). The calculated date is displayed using a predetermined message information in an indicator (6). The card reader reads the information from an e.g. identification card.

USE - None given.

ADVANTAGE - Ensures display of e.g. customer information, in indicator due to control device which calculates date of goods **point of sale**. Improves **sales** by adding fortune-telling function to automatic vending machine. Prevents cost increase by using existing indicator and card reader to perform **additional functions**.

DESCRIPTION OF DRAWING(S) - The figure shows the front view of he automatic sending machine. (6) Indicator; (7) Card reader.

Dwg.1/3

Derwent Class: T05

International Patent Class (Main): G07F-009/02

International Patent Class (Additional): G07F-007/08

8/7/12 (Item 2 from file: 350)

DIALOG(R) File 350:DERWENT WPIX
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012115280 **Image available**
WPI Acc No: 1998-532192/199845

Supplementary product sales processing system for point of sale terminal - has POS terminal that is connected to controller, for performing merchandise transactions and lottery transactions in accordance with received lottery information

Patent Assignee: WALKER ASSET MANAGEMENT LP (WALK-N)

Inventor: JINDAL S K; WALKER J S; ALDERUCCI D A; JORASCH J A; VAN LUCHENE A S

Number of Countries: 081 Number of Patents: 003

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
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WO 9843149	A2	19981001	WO 98US5787	A	19980320	199845	B
AU 9867714	A	19981020	AU 9867714	A	19980320	199909	
US 5926796	A	19990720	US 97841791	A	19970505	199935	

Priority Applications (No Type Date): US 9845518 A 19980320; US 97822709 A 19970321; US 97841791 A 19970505; US 97920116 A 19970826; US 9845036 A 19980320; US 9845084 A 19980320; US 9845347 A 19980320; US 9845386 A 19980320

Cited Patents: No-SR.Pub

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
WO 9843149	A2	E 388	G06F-000/00	

Designated States (National): AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES FI GB GE GH GM GW HU ID IL IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG UZ VN YU ZW

Designated States (Regional): AT BE CH DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW NL OA PT SD SE SZ UG ZW

AU 9867714	A	G06F-019/00	Based on patent WO 9843149
US 5926796	A	G06F-017/60	

Abstract (Basic): WO 9843149 A

The system includes a controller with a storage device storing merchandise information. The controller receives lottery information from the lottery data processing system. A POS terminal is connected to the controller, for performing merchandise transactions and lottery transactions in accordance with the received lottery information. The POS terminal includes a recorder for recording on a recording medium the merchandise and lottery information. The controller communicates in substantially real-time with the lottery data processing system. The storage device stores lottery information received from the lottery data processing system that includes randomly selected lottery ticket numbers.

Dwg.1/77

Derwent Class: T01; T05; W04

International Patent Class (Main): G06F-000/00; G06F-017/60; G06F-019/00

8/7/13 (Item 3 from file: 350)

DIALOG(R) File 350:DERWENT WPIX

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011845179 **Image available**

WPI Acc No: 1998-262089/199824

Data network communication method e.g. for POS terminals and transaction processing host - using gateway computer to interpret exception code contained within received data packet to determine action which should be performed without requiring additional wireless data communication

Patent Assignee: BELL MOBILITY CELLULAR INC (BELL-N)

Inventor: FISHER B J

Number of Countries: 002 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
CA 2206027	A	19971207	CA 2206027	A	19970523	199824 B
US 6011790	A	20000104	US 96659914	A	19960607	200008

Priority Applications (No Type Date): US 96659914 A 19960607

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
CA 2206027	A	26	H04L-012/56	
US 6011790	A		H04L-012/56	

Abstract (Basic): CA 2206027 A

The method involves setting up a virtual network positioned on a packet switching network between a host and a gateway for each in a number of terminals. The terminals send packets to the host by addressing the gateway on a station switch. The gateway interprets an exception code in a received packet in order to determine whether a

predetermined circuit management **activity** is to be performed by the gateway for a number of different purposes e.g. cell requesting, accepting acknowledging, call clear requesting, confirming etc. The terminals manage all communications with the host to perform **transactions** using a **transaction** protocol based on a third packet protocol used by the host. The terminals use the exception code to cause the gateway to perform the predetermined circuit management **activity** without requiring additional wireless transmission. The terminals fully control end-to-end communication of the **transactions** with a reduced amount of wireless transmission.

USE - EFT, recording or authorising purchases for merchant's inventory, validation at lottery ticket sales terminal.

ADVANTAGE - **Transaction** time is minimised while also minimising burden of data being transmitted as exception code causes gateway to perform predetermined circuit management **activity** without requiring additional wireless transmission.

Dwg.2/4

Derwent Class: T01; T05; W01

International Patent Class (Main): H04L-012/56

International Patent Class (Additional): G07F-019/00; G07G-001/14;
H04B-007/14; H04L-012/66

8/7/14 (Item 4 from file: 350)

DIALOG(R) File 350:DERWENT WPIX

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011490015 **Image available**

WPI Acc No: 1997-467920/199743

Automatic supplement processing method for management service of goods in chain store - by displaying inventory situation of all stores in district, to which store needing goods supplements belongs, when there is no store with stock surplus

Patent Assignee: HITACHI LTD (HITA)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 9218899	A	19970819	JP 9626441	A	19960214	199743 B

Priority Applications (No Type Date): JP 9626441 A 19960214

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 9218899	A	6		G06F-017/60	

Abstract (Basic): JP 9218899 A

The method involves using a host computer to compute the amount of goods supplements to a store by comparing the amount of **sales** and the amount of stocks. When goods supplements is needed by one store, an inventory of goods in a PD centre of a district to which the store belongs is performed.

When the PD centre has no stock surplus, the goods surplus of the store, in the district, judged to have the stock surplus is shifted to the store that needs stock supplements, corresponding to the computed amount of supplements. When there is no store with stock surplus, the inventory situation of all the stores in the district, is displayed.

USE/ADVANTAGE - Uses point -of -sale terminal established to each store. Enables automatic and efficient goods arrangement during goods shortage.

Dwg.1/5

Derwent Class: T01; T05

International Patent Class (Main): G06F-017/60

International Patent Class (Additional): G06F-019/00; G07G-001/12

8/7/15 (Item 5 from file: 350)

DIALOG(R) File 350:DERWENT WPIX

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010561597 **Image available**
WPI Acc No: 1996-058551/199606

Modular integrated optical card reader/ transaction processing terminal
- has optical card reader and display located in housing for display of
images and other instructions and processed data

Patent Assignee: KELLER R (KELL-I); SOLTESZ J A (SOLT-I)

Inventor: KELLER R; SOLTESZ J A

Number of Countries: 064 Number of Patents: 003

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 9535549	A1	19951228	WO 95US7592	A	19950621	199606 B
AU 9528297	A	19960115	AU 9528297	A	19950621	199620
US 5756978	A	19980526	US 94267031	A	19940621	199828
			US 96640675	A	19960501	

Priority Applications (No Type Date): US 94267031 A 19940621; US 96640675 A 19960501

Cited Patents: US 4901241; US 5010238; US 5027401; US 5151582; US 521499;
US 5270526; US 5291006

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 9535549	A1	E	18	G06K-005/00	Designated States (National): AM AT AU BB BG BR BY CA CH CN CZ DE DK EE ES FI GB GE HU IS JP KE KG KP KR KZ LK LR LT LU LV MD MG MN MW MX NO NZ PL PT RO RU SD SE SG SI SK TJ TM TT UA UZ VN Designated States (Regional): AT BE CH DE DK ES FR GB GR IE IT KE LU MC MW NL OA PT SD SE SZ UG
AU 9528297	A			G06K-005/00	Based on patent WO 9535549
US 5756978	A			G06K-005/00	Cont of application US 94267031

Abstract (Basic): WO 9535549 A

The reader/**transaction** processing terminal comprises a housing, an optical card reader, a mounting mechanism and a display. The optical card reader is located in the housing and includes a device for retrieving an image stored on the optical card.

The mounting mechanism enables **additional** devices, necessary to **process** a **transaction**, to be secured. The display is also located in the housing and provides images and other instructions and processed data.

USE/ADVANTAGE - Point of sale terminal. The terminal is designed with modular components permitting flexibility for different applications and ability for upgrading

Dwg.1/4

Derwent Class: T04; T05

International Patent Class (Main): G06K-005/00

International Patent Class (Additional): G06K-007/08; G06K-007/10

8/7/16 (Item 6 from file: 350)

DIALOG(R) File 350:DERWENT WPIX
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009474355 **Image available**
WPI Acc No: 1993-167896/199320

Automatic data acquisition and processing for point of sale **system**
- has two separate local area networks linking standard point of
sale terminals and lane terminals with universal system controller

Patent Assignee: COMARK TECHNOLOGIES INC (COMA-N)

Inventor: FERGUSON W L; WALLIS M H

Number of Countries: 037 Number of Patents: 003

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 9309515	A1	19930513	WO 92US9479	A	19921104	199320 B
AU 9331263	A	19930607	AU 9331263	A	19921104	199338
US 5256863	A	19931026	US 91788288	A	19911105	199344

Priority Applications (No Type Date): US 91788288 A 19911105

Cited Patents: US 4679154; US 4723212; US 4797540; US 4877947; US 4972462;

US 5053607; US 5119293

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 9309515 A1 E 66 G06K-015/00

Designated States (National): AT AU BB BG BR CA CH CS DE DK ES FI GB HU
JP KP KR LK LU MG MN MW NL NO PL RO RU SD SE

Designated States (Regional): AT BE CH DE DK ES FR GB GR IE IT LU MC NL
OA SE

AU 9331263 A G06K-015/00 Based on patent WO 9309515

US 5256863 A 23 G06K-015/00

Abstract (Basic): WO 9309515 A

The system has a local area network of **point of sale** terminals for initiating merchandising purchase **transactions**. All purchase **transactions** in the network are monitored passively to acquire primary purchase data. A second local area network of lane terminals is used for inputting secondary data, including purchase discount information and/or payment verification information.

A universal system controller mirrors the primary information and generates output information to the **point of sale** terminals via the lane terminals. The output information includes discount and/or verification data. The lane terminals have a range of input and output facilities, including keyboard, magnetic stripe, bar=code and smart card readers.

ADVANTAGE - System permits significant time and cost savings to be realised, esp. by retailers. Provides enhanced check stand functionality, without increased down-time.

Dwg.1/10

Abstract (Equivalent): US 5256863 A

The processing system has a local area network of **POS** terminals for initiating merchandise purchase **transactions**. All of the purchase **transactions** in the LAN are passively monitored to acquire primary purchase data. A second local area network of lane terminal devices inputs secondary data, including discount coupon information, cheque information and bank card information to a universal system controller. The terminal device may use a bar-code scanner or a magnetic strip reader for bank card information.

The controller mirrors the primary information, **processes** the primary and the **secondary** information, and generates output information to the **POS** terminals of the first LAN via the lane terminal devices of the second LAN, the output information including coupon verification data, coupon amount data, cheque verification data and bank card verification data.

ADVANTAGE - Reduced or eliminated cheque and voucher fraud.

Dwg.1/10

Derwent Class: T01; T04; T05

International Patent Class (Main): G06K-015/00

International Patent Class (Additional): G07G-001/12

?

File 348:European Patents 1978-2000/Jun W03
(c) 2000 European Patent Office
File 349:PCT Fulltext 1983-2000/UB=, UT=20000608
(c) 2000 WIPO/MicroPatent

Set Items Description
S1 15614 POP OR POINT()OF()PURCHAS? OR POINT()OF()SALE OR POS OR EP-
 OS OR ELEC?()POINT(N2)SALE? OR CASH()REGISTER? OR SALES?(N2)T-
 ERMINAL?
S2 27438 (MONITOR? OR TRACK? OR OBSERV? OR MEASUR? OR OVERSEE) (N4)
 (ACTIVITY? OR SALES OR PURCHASES OR PURCHASING OR TRANSACTION-
 ?)
S3 56251 (ADDITIONAL? OR SUPPLEMENT? OR SECONDARY?) (N4) (PROCESS? -
 OR FUNCTION? OR ACTIVITY?)
S4 434 COUPON(N2)PRINT? OR COUPON?(N2)PRODUC? OR UPSELL? OR CROSS-
 ()SELL? OR CUSTOMER(N2)REBAT? OR SHOPPER?(N2)INCENTIVE? OR CU-
 STOMER?(N2)INCENT? OR CONSUMER?(N3)REWARD?
S5 92 S1(S)S2
S6 11 S5(S) (S3 OR S4)
?

6/3,K/1 (Item 1 from file: 348)
DIALOG(R)File 348:European Patents
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00829991

ORDER fax of complete patent from Dialog SourceOne. See HELP ORDER 348
Technique for correlating purchasing behavior of a consumer to
advertisements

Technik zur Korrelation des Kaufverhaltens eines Konsumenten mit
Werbeeindrücken

Technique de correlation du comportement d'achat d'un consommateur avec son
exposition à la publicité

PATENT ASSIGNEE:

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(US), (applicant designated states: DE;FR;GB)

INVENTOR:

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LEGAL REPRESENTATIVE:

Beresford, Keith Denis Lewis et al (28273), BERESFORD & Co. 2-5 Warwick
Court High Holborn, London WC1R 5DJ, (GB)

PATENT (CC, No, Kind, Date): EP 769749 A2 970423 (Basic)
EP 769749 A3 970507

APPLICATION (CC, No, Date): EP 96202292 920527;

PRIORITY (CC, No, Date): US 733763 910722

DESIGNATED STATES: DE; FR; GB

RELATED PARENT NUMBER(S) - PN (AN):

EP 525947 (EP 923047757)

INTERNATIONAL PATENT CLASS: G06F-017/60; G07G-001/00;

ABSTRACT WORD COUNT: 134

LANGUAGE (Publication,Procedural,Application): English; English; English

FULLTEXT AVAILABILITY:

Available Text	Language	Update	Word Count
CLAIMS A	(English)	EPAB97	201
SPEC A	(English)	EPAB97	8471
Total word count - document A			8672
Total word count - document B			0
Total word count - documents A + B			8672

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...ABSTRACT A3

Advertisements and promotions to which a consumer has been exposed are monitored together with the subsequent purchasing behavior of that consumer. The information is combined to analyze whether and to what extent the advertisements and/or promotions influenced the consumer's purchases . Purchases are monitored by producing a machine readable record thereof with a store cash register . The consumer inserts this record into a home unit which stores this information. The home unit is also capable of issuing a reward to the consumer for cooperating. Also ,the advertising, promotion and/or purchase data is classified by the home...

6/3,K/2 (Item 2 from file: 348)

DIALOG(R)File 348:European Patents
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00540442

ORDER fax of complete patent from Dialog SourceOne. See HELP ORDER 348
Technique for correlating purchasing behaviour of a consumer to
advertisements

Technik zur Korrelation des Kaufverhaltens eines Konsumenten mit
Werbeeindrücken

Technique de correlation du comportement d'achat d'un consommateur avec son
exposition à la publicité

PATENT ASSIGNEE:

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(US), (applicant designated states: DE;FR;GB)

.INVENTOR:

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Beresford, Keith Denis Lewis et al (28273), BERESFORD & Co. 2-5 Warwick Court High Holborn, London WC1R 5DJ, (GB)

PATENT (CC, No, Kind, Date): EP 525947 A1 930203 (Basic)
EP 525947 B1 970820

APPLICATION (CC, No, Date): EP 92304775 920527;

PRIORITY (CC, No, Date): US 733763 910722

DESIGNATED STATES: DE; FR; GB

INTERNATIONAL PATENT CLASS: G07G-001/00; G06F-017/60;

ABSTRACT WORD COUNT: 140

LANGUAGE (Publication, Procedural, Application): English; English; English

FULLTEXT AVAILABILITY:

Available Text	Language	Update	Word Count
CLAIMS	B (English)	9708W3	463
CLAIMS	B (German)	9708W3	451
CLAIMS	B (French)	9708W3	529
SPEC	B (English)	9708W3	8062
Total word count - document A			0
Total word count - document B			9505
Total word count - documents A + B			9505

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...ABSTRACT A1

Advertisements and promotions to which a consumer has been exposed are monitored together with the subsequent purchasing behavior of that consumer. The information is combined to analyze whether and to what extent the advertisements and/or promotions influenced the consumer's purchases . Purchases are monitored by producing a machine readable record thereof with a store cash register . The consumer inserts this record into a home unit which stores this information. The home unit is also capable of issuing a reward to the consumer for cooperating. Also ,the advertising, promotion and/or purchase data is classified by the home...

6/3,K/3 (Item 1 from file: 349)

DIALOG(R) File 349:PCT Fulltext

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00678791

METHOD AND APPARATUS FOR SELLING AN AGING FOOD PRODUCT AS A SUBSTITUTE FOR AN ORDERED PRODUCT

PROCEDE ET APPAREIL PERMETTANT DE VENDRE UNE DENREE ALIMENTAIRE VIEILLISSANT COMME PRODUIT DE REMplacement D'UN ALIMENT COMMANDE

Patent Applicant/Assignee:

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ROGERS Joshua D; Address - ROGERS, Joshua, D. , Apartment 32V, 322 West 57th Street, New York, NY 10019 , US

Patent and Priority Information (Country, Number, Date):

Patent: WO 9962014 A1 19991202

Application: WO 98US19644 19980921 (PCT/WO US9819644)

Priority Application: US 9883483 19980522

Designated States: AL; AM; AT; AU; AZ; BA; BB; BG; BR; BY; CA; CH; CN; CU; CZ; DE; DK; EE; ES; FI; GB; GE; GH; GM; HR; HU; ID; IL; IS; JP; KE; KG; KP; KR; KZ; LC; LK; LR; LS; LT; LU; LV; MD; MG; MK; MN; MW; MX; NO; NZ; PL; PT; RO; RU; SD; SE; SG; SI; SK; SL; TJ; TM; TR; TT; UA; UG; UZ; VN;

YU; ZW; GH; GM; KE; LS; MW; SD; SZ; UG; ZW; AM; AZ; BY; KG; KZ; MD; RU;
TJ; TM; AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LU; MC; NL;
PT; SE; BF; BJ; CF; CG; CI; CM; GA; GN; GW; ML; MR; NE; SN; TD; TG
Publication Language: English
Filing Language: English
Fulltext Word Count: 8929

Fulltext Availability:
Detailed Description

Detailed Discription

... the offer if there are several other customers waiting in line behind the current customer. **Measurements of activity rates and corresponding adjustments based on such rates are described in commonly-owned U.S. Patent Application Ser. No. , entitled METHOD AND APPARATUS FOR CONTROLLING THE PERFORMANCE OF A SUPPLEMENTARY PROCESS AT A POINT-OF-SALE TERMINAL (Attorney Docket No. WD2-97-557), filed March 20...**

6/3,K/4 (Item 2 from file: 349)
DIALOG(R)File 349:PCT Fulltext
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00636620

INTEGRATED CUSTOMER INTERFACE FOR WEB BASED COMMUNICATIONS NETWORK MANAGEMENT
INTERFACE CLIENT INTEGREED POUR LA GESTION DE RESEAUX DE COMMUNICATIONS BASES SUR LE WEB

Patent Applicant/Assignee:

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GONZALES Mark N; Address - GONZALES, Mark, N. , 9158 Pristine Court, Manassas, VA 20110 , US
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Patent and Priority Information (Country, Number, Date):

Patent: WO 9919803 A1 19990422
Application: WO 98US20173 19980925 (PCT/WO US9820173)
Priority Application: US 9760655 19970926

Designated States: AU; BR; CA; JP; MX; SG; AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LU; MC; NL; PT; SE

Publication Language: English

Filing Language: English

Fulltext Word Count: 92070

.Fulltext Availability:
Detailed Description

Detailed Description

... navigate various disparate security protocols, telephone exchanges, dialing standards or signal standards, thereby providing a **measure** of platform independence for the customer.

Furthermore, it would be desirable to provide an Intranet...

...over an Internet/Intranet network; 3) a real time monitoring system enabling a customer to **monitor** call detail statistics and call detail data pertaining to their special service network usage, e...

...RULE 26) certain criteria; 5) an outbound network management system enabling customers to manage and **track** features and services associated with their virtual networks ("Vnet") including management of calling party number...26) Figure 39 is a high level logic flowchart depicting the operation of the event **monitor** component of the nMCI Interact System; Figure 40 illustrates a high level overview of the...for DataMarts and compresses files for storage in the DataMarts. The harvesting component 440 may **additionally** perform an aggregation **function** for supporting long term storage and rapid access of data for customer reporting, and performs...customer directives by invoking certain methods on the TFNM Domain server 840.

These Java objects **additionally** provide the interface **functions** to the NetCap 240. In the preferred embodiment, the Java objects at the TFNM domain...

6/3,K/5 (Item 3 from file: 349)
DIALOG(R)File 349:PCT Fulltext
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00632801

INTEGRATED BUSINESS SYSTEM FOR WEB BASED TELECOMMUNICATIONS MANAGEMENT SYSTEME D'ECHANGES COMMERCIAUX INTEGRES POUR LA GESTION DE TELECOMMUNICATIONS SUR LE WEB

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Patent and Priority Information (Country, Number, Date):
Patent: WO 9915979 A1 19990401
Application: WO 98US20170 19980925 (PCT/WO US9820170)
Priority Application: US 9760655 19970926
Designated States: AU; BR; CA; JP; MX; SG; AT; BE; CH; CY; DE; DK; ES; FI;
FR; GB; GR; IE; IT; LU; MC; NL; PT; SE
Publication Language: English
Filing Language: English
Fulltext Word Count: 91547
Fulltext Availability:
Detailed Description

Detailed Discription

... their business telecommunications networks; 7) a trouble ticket tool
enabling a customer to open and monitor trouble .

tickets relating to network events on an enterprise network; 8) a
Web-based invoice...for DataMarts and compresses files for storage in the
DataMarts. The harvesting component 440 may **additionally** perform an
aggregation **function** for supporting long term storage and rapid access
of data for customer reporting, and performs...customer directives by
invokin certain methods on the TFNM Domain server 840. Tgese Java objects
additionally provide the interface **functions** to the NetCap 240. In
the preferred embodiment, the Java objects at the TFNM domain...

6/3,K/6 (Item 4 from file: 349)

DIALOG(R)File 349:PCT Fulltext
(c) 2000 WIPO/MicroPatent. All rts. reserv.

00601493

A SYSTEM, METHOD AND ARTICLE OF MANUFACTURE FOR SWITCHED TELEPHONY
COMMUNICATION
SYSTEME PROCEDE ET ARTICLE CONCU POUR LES COMMUNICATIONS TELEPHONIQUES PAR
RESEAU COMMUTE

Patent Applicant/Assignee:

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Inventor(s):

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Patent and Priority Information (Country, Number, Date):

Patent: WO 9847298 A2 19981022
Application: WO 98US7927 19980415 (PCT/WO US9807927)
Priority Application: US 97835789 19970415; US 97834320 19970415
Designated States: AL; AM; AT; AU; AZ; BA; BB; BG; BR; BY; CA; CH; CN; CU;
CZ; DE; DK; EE; ES; FI; GB; GE; GH; HU; IL; IS; JP; KE; KG; KP; KR; KZ;
LC; LK; LR; LS; LT; LU; LV; MD; MG; MK; MN; MW; MX; NO; NZ; PL; PT; RO;
RU; SD; SE; SG; SI; SK; SL; TJ; TM; TR; TT; UA; UG; UZ; VN; YU; ZW; GH;
GM; KE; LS; MW; SD; SZ; UG; ZW; AM; AZ; BY; KG; KZ; MD; RU; TJ; TM; AT;
BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LU; MC; NL; PT; SE; BF;
BJ; CF; CG; CI; CM; GA; GN; ML; MR; NE; SN; TD; TG

Publication Language: English

Filing Language: English

Fulltext Word Count: 175758

Fulltext Availability:
Detailed Description

Detailed Discription

... and logs.

The dbMon typically presents a passive interface; data is fed to it.
However **monitoring** is a hierarchical **activity** and further analysis
and roll-up (compilation of data collected at intervals, such as every...
data collected about the ISP 2100, and the place where that data is to

provide additional value.

- Configuration Management 2312: Setting of policy, and goals.
- Fault Management 2314: Predicting of mean...Layers Manager 2372 gives field support a picture of the ISP as a whole. The process of detecting, isolating, and correcting problems begins from there. From that layer, problems could be...to:
 - Stock Quotes and Financial News
 - Headline News.

Subscribers also have the ability to access additional information content through the ARU interface; however, this information is not configurable through the WWW...to the cost. However, there is nothing to preclude that case and it requires no additional functionality to performi.

b) PC to PSTN

The PSTN to Internet gateway must support translating PCM...

6/3,K/7 (Item 5 from file: 349)

DIALOG(R)File 349:PCT Fulltext

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00597774

METHOD AND SYSTEM FOR PROCESSING SUPPLEMENTARY PRODUCT SALES AT A POINT-OF-SALE TERMINAL

PROCEDE ET SYSTEME DE TRAITEMENT DE VENTES DE PRODUITS SUPPLEMENTAIRES A UN TERMINAL DE POINT DE VENTE

Patent Applicant/Assignee:

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Inventor(s):

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Patent and Priority Information (Country, Number, Date):

Patent: WO 9843149 A2 19981001

Application: WO 98US5787 19980320 (PCT/WO US9805787)

Priority Application: US 97822709 19970321; US 97841791 19970826; US 98920116 19980320; US 9845386 19980320

Designated States: AL; AM; AT; AU; AZ; BA; BB; BG; BR; BY; CA; CH; CN; CU; CZ; DE; DK; EE; ES; FI; GB; GE; GH; GM; GW; HU; ID; IL; IS; JP; KE; KG; KP; KR; KZ; LC; LR; LS; LT; LU; LV; MD; MG; MK; MN; MW; MX; NO; NZ; PL; PT; RO; RU; SD; SE; SG; SI; SK; SL; TJ; TM; TR; TT; UA; UG; UZ; VN; YU; ZW; GH; GM; KE; LS; MW; SD; SZ; UG; ZW; AM; AZ; BY; KG; KZ; MD; RU; TJ; TM; AT; BE; CH; DE; DK; ES; FI; FR; GB; GR; IE; IT; LU; MC; NL; PT; SE; BF; BJ; CF; CG; CI; CM; GA; GN; ML; MR; NE; SN; TD; TG

Publication Language: English

Filing Language: English

Fulltext Word Count: 52338

Fulltext Availability:

Detailed Description

Detailed Discription

... services) and calculating the amount of change due to a customer. Some POS terminals furthermore track purchases made and adjust a database

of store inventory accordingly. As described in the parent application of the present application, Patent Application No. 08/920,116, entitled METHOD AND SYSTEM FOR PROCESSING SUPPLEMENTARY PRODUCT SALES AT A POINT-OF-SALE TERMINAL, filed on August 26, 1997, a customer at a POS terminal is offered an "upsell" in exchange for an amount of change due.

The POS terminal determines an upsell in...store the response to the offer for accounting and marketing analysis.

Applicants have recognized that supplementary processes performed by POS terminals may introduce delays in the completion of customer transactions, and that...

...example, when there are few pending customer transactions, such delays do not significantly affect relevant measures of performance such as sales per hour or profit per hour.

82

Accordingly, performing supplementary processes during periods of low...

...one or more criteria, such as an activity rate of a terminal, and performs a supplementary process if the criteria are less than predetermined thresholds. In another embodiment, a POS terminal measures an activity rate of a terminal, determines an offer schedule in accordance with the activity rate, and...in the art.

Referring to FIG. 52, a method 4040 for controlling the performance of supplementary process initiates with the POS terminal 4010 of FIG. 50 and FIG. 51 measuring one or...

...of the POS terminal 4010 (step 4042). For example, the POS terminal 4010 may measure the number of completed transactions per time (transaction rate), the number of items purchased through the POS terminal 10 per period of time (item sale rate), or the number of upsells accepted by customers per period of time (upsell acceptance rate). The POS terminal 4010 may measure the number of customers, such as the number of customers in a store or the number of customers in the vicinity of the POS terminal 4010, through input signals received from the sensor 4022. Many other types of measurements may be made by the POS terminal 4010.

The POS terminal 4010 then determines, based on the measured activity rate or other criteria, whether to perform a supplementary process, such as offering an upsell in exchange for change due. In one embodiment, the POS terminal 4010 compares the activity rate to a predetermined threshold. Such a threshold may be...

...measured activity rate is less than the threshold), then the POS terminal 4010 performs the supplementary process (step 4048). The POS terminal 4010 may perform the supplementary process by executing instructions of the program 4024 (FIG. 50). Alternatively, the POS terminal 4010 may perform the supplementary process by sending control signals from the control device 4028 (FIG. 51) to the system 4032 for providing a supplementary process. In such an embodiment, the control device 4028 determines whether to enable or disable the...

...may be control signals, which serve only to enable or disable the performance of the supplementary process, or may be data signals, which contain additional information for use by the system'--)2...

...and determine if the activity rate is less than a predetermined threshold. If so, the POS terminal then determines an upsell in dependence on a purchase, as described in a parent application of the present application, Patent Application No. 08/920,116, entitled METHOD AND SYSTEM FOR PROCESSING SUPPLEMENTARY PRODUCT SALES AT A POINT-OF-SALE TERMINAL, filed on August 26, 1997. The POS terminal further determines an upsell price in dependence on the purchase, and

offers the customer an **upsell** in exchange for the **upsell** price.

In the above-described embodiments, the POS terminal 4010 determines whether a **supplementary process** is or is not performed. In other embodiments, the POS terminal 4010 may further select a **supplementary process** based on the **measured activity** rate or other criteria. For example, it may be desirable that different types of offers are provided to customers depending on the activity rate of the **POS** terminal. In particular, more time consuming offers are provided when the **measured activity** rate is low, while quicker offers are provided when the **measured activity** rate is high.

FIG. 53 is a table 4060 that illustrates an offer schedule, which...all of the POS terminals 4104, 4106 and 4108, (ii) determine whether to provide a **supplementary process** at any or all of the **POS** terminals 4104, 4106 and 4108, (iii) enable or disable one or more systems for providing a **supplementary process**, and/or (iv) transmit an override signal to any or all of the **POS** terminals 4104, 4106 and 4108. The server computer 4102 may also collect data from the **POS** terminals 4104, 4106 and 4108, thereby aggregating information about the processes that each **POS** terminal performs. For example, each **POS** terminal may **measure** its own **activity** rate, and transmit to the server computer 4102 signals indicative of the **measured activity** rate. The server computer 4102 may then determine an overall activity rate for the network 4100 of **POS** terminals.

The measured activity rate may be, for ...Based on the activity rate, the server computer 4102 may determine whether to permit the **supplementary process** to be performed at each **POS** terminal. Alternatively, the server computer 4102 may determine which of the **POS** terminals are to perform the **supplementary process**.

FIG. 56 shows a table 4120 that illustrates an offer schedule for a network of...

6/3,K/8 (Item 6 from file: 349)
DIALOG(R) File 349:PCT Fulltext
(c) 2000 WIPO/MicroPatent. All rts. reserv.

00564762

SYSTEMS AND METHODS FOR SECURE TRANSACTION MANAGEMENT AND ELECTRONIC RIGHTS PROTECTION
SYSTEMES ET PROCEDES DE GESTION DE TRANSACTIONS SECURISEES ET DE PROTECTION DE DROITS ELECTRONIQUES

Patent Applicant/Assignee:

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Cerrito, CA 94530 , US
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Sunnyvale, CA 94086 , US

Patent and Priority Information (Country, Number, Date):

Patent: WO 9809209 A1 19980305
Application: WO 97US15243 19970829 (PCT/WO US9715243)
Priority Application: US 96706206 19960830

Designated States: AL; AM; AT; AU; AZ; BA; BB; BG; BR; BY; CA; CH; CN; CU;
CZ; DE; DK; EE; ES; FI; GB; GE; GH; HU; IL; IS; JP; KE; KG; KP; KR; KZ;
LC; LK; LR; LS; LT; LU; LV; MD; MG; MK; MN; MW; MX; NO; NZ; PL; PT; RO;
RU; SD; SE; SG; SI; SK; SL; TJ; TM; TR; TT; UA; UG; UZ; VN; YU; ZW; GH;
KE; LS; MW; SD; SZ; UG; ZW; AM; AZ; BY; KG; KZ; MD; RU; TJ; TM; AT; BE;

CH; DE; DK; ES; FI; FR; GB; GR; IE; IT; LU; MC; NL; PT; SE; BF; BJ; CF;
CG; CI; CM; GA; GN; ML; MR; NE; SN; TD; TG
Publication Language: English
Filing Language: English
Fulltext Word Count: 190955

Fulltext Availability:
Detailed Description

Detailed Description

... devices and secure memory 532, 534 that are initiated by microprocessor 2652 but involve autonomous **activity** by DMA controller 2654 and, optionally, encrypt/decrypt engine 522 and/or compress/decompress engine...within a controllable execution space -- this controllable execution space may be provided by SPU 500. **Additional host and/or SPU processors** may increase efficiencies and/or capabilities. ROS 602 may access, coordinate and/or manage further...

...an electronic appliance 600 (e.g., via

-249 network or other communications link) to provide **additional processor** resources and/or capabilities.

ROS 602 is services based. The ROS services provided using a... application program interface to VDE functions 604; and an application program interface to other OS **functions** 606. These parts may be interwoven into the same software, or they may be provided...

...interface between a user and ROS 602 (e.g.. by suppressing or otherwise dispensing with "pop up" displays ...slept" and L]NIEM 568 may request that the load module 1100 be loaded from **secondary** storage 562. This request may be in the form of an RPC call to secure...

6/3,K/9 (Item 7 from file: 349)
DIALOG(R) File 349:PCT Fulltext

(c) 2000 WIPO/MicroPatent. All rts. reserv.

00515069

METHOD FOR THE IDENTIFICATION AND THERAPEUTIC USE OF DISEASE- ASSOCIATED ORGANISMS, ELEMENTS AND FORCES

PROCEDE D'IDENTIFICATION ET D'UTILISATION THERAPEUTIQUE D'ORGANISMES, D'ELEMENTS ET DE FORCES ASSOCIES A UNE MALADIE

Patent Applicant/Assignee:

CHACHOUA Samir

Inventor(s):

CHACHOUA Samir

Patent and Priority Information (Country, Number, Date):

Patent: WO 9712220 A2-A3 19970403

Application: WO 96IB1006 19960913 (PCT/WO IB9601006)

Priority Application: US 953686 19950915

Designated States: AL; AM; AU; BB; BG; BR; CA; CN; CU; CZ; EE; FI; GE; HU; IS; JP; KE; KG; KP; KR; LK; LR; LT; LV; MK; MN; MW; MX; NO; NZ; PL; RO; SG; SI; SK; TR; TT; UA; UZ; VN; KE; LS; MW; SD; SZ; UG; AM; AZ; KZ; MD; RU; TJ; TM; AT; BE; CH; DE; DK; ES; FI; FR; GB; GR; IE; IT; LU; MC; NL; PT; SE; BF; BJ; CI; CM; GA; GN; ML; MR; NE; SN; TD; TG

Publication Language: English

Fulltext Word Count: 261666

Fulltext Availability:

Claims

Claim

... FASCLITATE EFFECTIVE IMMUNE AND /OR OTHER RESPONSE. ANY IMMUNE AND/OR OTHER SYSTEM MAY BE PROCESSED IN SUCH A WAY AS TO aRapl c)/7aR%71aw C)Fl 1--> Rlc> R...

6/3,K/10 (Item 8 from file: 349)

DIALOG(R)File 349:PCT Fulltext
• (c) 2000 WIPO/MicroPatent. All rts. reserv.

00372758

METHOD AND SYSTEM FOR SELECTIVE INCENTIVE POINT-OF-SALE MARKETING IN
RESPONSE TO CUSTOMER SHOPPING HISTORIES
PROCEDE ET SYSTEME DE DISTRIBUTION DE BONS D'ACHAT EN FONCTION DES ACHATS
ANTERIEURS D'UN CLIENT

Patent Applicant/Assignee:
CREDIT VERIFICATION CORPORATION

Inventor(s):

DEATON David W

GABRIEL Rodney G

Patent and Priority Information (Country, Number, Date):

Patent: WO 9503570 A2-A3 19950202

Application: WO 94US8221 19940721 (PCT/WO US9408221)

Priority Application: US 9396921 19930723; US 93141471 19931020

Designated States: AU; BB; BG; BR; BY; CA; CN; CZ; FI; GE; HU; JP; KE; KG;
KP; KR; LZ; LT; LV; MD; MG; MN; MW; PL; RO; RU; SD; SI; SK; TJ; TT;
UA; UZ; VN; AT; BE; CH; DE; DK; ES; FR; GB; GR; IE; IT; LU; MC; SE; BF;
BJ; CF; CG; CI; CM; GA; GN; ML; MR; NE; SN; TD; TG

Publication Language: English

Fulltext Word Count: 78937

Fulltext Availability:

Detailed Description

Detailed Discription

... total transactions (typically as much as 85%). These businesses strive
for maximum efficiency in completing **transactions** at the checkout
counter, which results in a minimum of contact between the customer and
...other words, if a customer has shown a proclivity to purchase a
certain type of **product**, Echo **Coupons** are generated in order to
ensure that the customer will wish to use a coupon...

...item would
hold a very high priority and would
probably be first in line for
incenting this customer .

on the other hand, this customer just
bought 2 boxes of cereal that is on...coupon UPC's
with a profile value indicative of
the "bargain hunter" value of the
product or **coupon** . Assume Customer A
purchases a large number of generic
items and redeems many coupons, this...

6/3,K/11 (Item 9 from file: 349)

DIALOG(R)File 349:PCT Fulltext
(c) 2000 WIPO/MicroPatent. All rts. reserv.

00322615

IN-STORE UNIVERSAL CONTROL SYSTEM
SYSTEME DE CONTROLE UNIVERSEL DESTINE AUX MAGASINS DE DETAIL

Patent Applicant/Assignee:
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Inventor(s):

FERGUSON William L

WALLIS Mark Harvey

Patent and Priority Information (Country, Number, Date):

Patent: WO 9309515 A1 19930513

Application: WO 92US9479 19921104 (PCT/WO US9209479)

Priority Application: US 91788288 19911105

Designated States: AT; AU; BB; BG; BR; CA; CH; CS; DE; DK; ES; FI; GB; HU;
JP; KP; KR; LZ; LU; MG; MN; MW; NL; NO; RU; SD; SE; AT; BE; CH; DE; DK;
ES; FR; GB; GR; IE; IT; LU; MC; NL; SE; BF; BJ; CF; CG; CI; CM; ML; MR;
SN; TD; TG

Publication Language: English
Fulltext Word Count: 12806

Fulltext Availability:

Detailed Description
Claims

Detailed Description

... a retail outlet point of-sale. The system includes a first local area network of **POS** terminals for initiating merchandise purchase **transactions**; means for passively **monitoring** all of said purchase **transactions** in said first local area network to acquire primary purchase data; and a second local...

...information, electronic fund transfer information and so forth). Means are further provided for receiving and **processing** said primary and said **secondary** information, said receiving and **processing** means mirroring said primary information and generating output information to said **POS** terminals of said first local area network via said lane terminal devices of said second...

Claim

... retail outlet comprising:

a first local area network of **POS** terminals for initiating merchandise purchase **transactions**; means for passively **monitoring** all of said purchase **transactions** in said first local area network to acquire primary purchase data; a second local area...

...said secondary data including purchase discount information and/or payment verification information; means for receiving and **processing** said primary and said **secondary** information, said receiving and **processing** means mirroring said primary information and generating output information to said **POS** terminals of said first local area network via said lane terminal devices of said second...

?

-File 635:Business Dateline(R) 1985-2000/Jul 12
 (c) 2000 Bell & Howell
File 47:Gale Group Magazine DB(TM) 1959-2000/Jul 12
 (c) 2000 The Gale group
File 570:Gale Group MARS(R) 1984-2000/Jul 12
 (c) 2000 The Gale Group

Set	Items	Description
S1	83570	POP OR POINT()OF()PURCHASE? OR POINT()OF()SALE OR POS OR EP- OS OR ELEC?()POINT(N2)SALE? OR CASH()REGISTER? OR SALES?(N2)T- ERMINAL?
S2	22543	(MONITOR? OR TRACK? OR OBSERV? OR MEASUR? OR OVERSEE) (N4) (ACTIVITY? OR SALES OR PURCHASES OR PURCHASING OR TRANSACTION- ?)
S3	7144	(ADDITIONAL? OR SUPPLEMENT? OR SECONDARY?) (N4) (PROCESS? - OR FUNCTION? OR ACTIVITY?)
S4	7700	COUPON(N2)PRINT? OR COUPON?(N2)PRODUC? OR UPSELL? OR CROSS- ()SELL? OR CUSTOMER(N2)REBAT? OR SHOPPER?(N2)INCENTIVE? OR CU- STOMER?(N2)INCENT? OR CONSUMER?(N3)REWARD?
S5	343	S1 AND S3
S6	1447	S1 AND S2
S7	10	S6 (N25) (S3 OR S4)
S8	10	RD S7 (unique items)
?		

• 8/3,K/1 (Item 1 from file: 635)
DIALOG(R)File 635:Business Dateline(R)
(c) 2000 Bell & Howell. All rts. reserv.

0856951 98-17309

SMART COUPONS CUSTOMERS SAVE BIG, STORES TRACK SPENDING WITH DISCOUNT CARDS
Appel, Ted
The Press Democrat (Santa Rosa, CA, US) pE.1
PUBL DATE: 971005
WORD COUNT: 1,394
DATELINE: Santa Rosa, CA, US, Pacific

TEXT:

...basic ways, according to retail experts and grocers.

First, supermarkets use discount cards to create **incentives** for **customers** to consolidate their shopping at one store. By **tracking** individual **purchases**, grocery stores can offer rewards that encourage customer loyalty.

For example, Lucky is offering a...

8/3,K/2 (Item 2 from file: 635)
DIALOG(R)File 635:Business Dateline(R)
(c) 2000 Bell & Howell. All rts. reserv.

0432248 93-84613

The electronic supermarket: Now video-carts, automatic coupon machines and electronic readouts will help us spend our food dollars
Fried, Lisa I
New York Newsday (New York, NY, US) s1 p68
PUBL DATE: 930915
WORD COUNT: 1,302
DATELINE: New York, NY, US

TEXT:

...ActMedia's instant-coupon machines in its stores.

Checkout Coupon uses scanner data to keep **track** of shoppers' **purchases** and electronically **prints** a **coupon** based on manufacturers' wishes. For example, if Pepsi Cola is a client, they might decide...

8/3,K/3 (Item 3 from file: 635)
DIALOG(R)File 635:Business Dateline(R)
(c) 2000 Bell & Howell. All rts. reserv.

0124804 90-07474

Scissors No More: Vons Plans Scanner for Coupon Process
Frook, John Evan
The Los Angeles Business Journal (Los Angeles, CA, US), V12 N5 s1 p1
PUBL DATE: 900129
WORD COUNT: 1,208
DATELINE: El Monte, CA, US

TEXT:

...have time to clip and sort through advertising, when she pays full price for a product. The electronic **coupons** could eliminate that cycle."

CISDS also **tracks** **purchases** through a marketing package titled "Reward America." Under "Reward America," a Vons CISDS consumer who...

• 8/3,K/4 (Item 1 from file: 47)
DIALOG(R)File 47:Gale Group Magazine DB(TM)
(c) 2000 The Gale group. All rts. reserv.

03951068 SUPPLIER NUMBER: 14185001 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Using the DOS 6.0 antivirus tools. (Tutor) (Tutorial)
Prosise, Jeff
PC Magazine, v12, n15, p331(3)
Sept 14, 1993
DOCUMENT TYPE: Tutorial ISSN: 0888-8507 LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 2232 LINE COUNT: 00162

... VSAFE also slows a PC's performance ever so slightly, because it intercepts certain disk **function** calls and performs **additional processing** of its own before allowing the function calls to proceed.

VSAFE monitors your PC for suspicious **activity** that might signify the presence of a virus or Trojan Horse program. Figure 2 lists...

8/3,K/5 (Item 2 from file: 47)
DIALOG(R)File 47:Gale Group Magazine DB(TM)
(c) 2000 The Gale group. All rts. reserv.

02800981 SUPPLIER NUMBER: 04185874 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Boosting sales... electronically. (electronic-marketing technology)
Hurly, Paul
Industry Week, v228, p33(3)
March 31, 1986
ISSN: 0039-0895 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 1885 LINE COUNT: 00155

... in advertising, which videodisc can provide."

HYBRID. Second-generation in-store videodisc systems also use EPOS technology, such as credit-card readers and printers for **producing coupons** and tickets. Several systems also overlay computer-generated text onto the video images. The computer...

8/3,K/6 (Item 1 from file: 570)
DIALOG(R)File 570:Gale Group MARS(R)
(c) 2000 The Gale Group. All rts. reserv.

01879020 Supplier Number: 60069142 (USE FORMAT 7 FOR FULLTEXT)
Customer service: The high-tech touch.
Hardgrove, Amy
Grocery Headquarters, v66, n2, p59
Feb, 2000
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 2823

... this manner, customers could walk in a store, swipe their (frequent shopped card and get **coupons** for **products** they typically purchase and the retailer can **track** their **purchases** ."

Grand Union began testing coupon-dispensing kiosks in combination with its frequent shopper card program...

8/3,K/7 (Item 2 from file: 570)
DIALOG(R)File 570:Gale Group MARS(R)
(c) 2000 The Gale Group. All rts. reserv.

01854528 Supplier Number: 59111296 (USE FORMAT 7 FOR FULLTEXT)
PRODUCTION. (printing services for catalog companies)
Catalog Age, v17, n1, p1S53
Jan, 2000
ISSN: 0740-3119

• Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 21178

... customized open-ended mailers; magazine inserts; coop mail inserts; promotional games; printed premiums; FDA acceptable **product** inserts; **coupons**; slide rules and **pop**-ups and more. World Color Direct also guarantees unsurpassed print quality in every piece produced...

8/3,K/8 (Item 3 from file: 570)
DIALOG(R) File 570:Gale Group MARS(R)
(c) 2000 The Gale Group. All rts. reserv.

01745810 Supplier Number: 54433070 (USE FORMAT 7 FOR FULLTEXT)
PRODUCTION. (catalog production services)
Catalog Age, v16, n5, pS71(1)
April, 1999
ISSN: 0740-3119
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 19708

... packages; customized open-ended mailers; magazine inserts; coop mail inserts; games and sweepstakes, FDA acceptable **product** inserts; **coupons**; slide rules and **pop**-ups and more. World Color Direct also guarantees unsurpassed print quality in every piece produced...

8/3,K/9 (Item 4 from file: 570)
DIALOG(R) File 570:Gale Group MARS(R)
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01707034 Supplier Number: 53383251 (USE FORMAT 7 FOR FULLTEXT)
Survival Strategies For Small Acquirers.
Demery, Paul
Credit Card Management, v10, n12, p54(1)
March, 1998
ISSN: 0896-9329
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 1554

... telephone company, which operates in the states of Illinois, Indiana, Michigan, Ohio, and Wisconsin, to **cross -sell** telecommunications services along with **POS** terminals to thousands of its business customers. This effort plays into ANB's hands by...

...out to be reliable customers. It outsources its processing to First Data Corp., but closely **monitors** all **transactions** with its risk-management department.

Cross -Selling Opportunities
ANB's new venture is just one way community banks are keeping their sights...

8/3,K/10 (Item 5 from file: 570)
DIALOG(R) File 570:Gale Group MARS(R)
(c) 2000 The Gale Group. All rts. reserv.

01610216 Supplier Number: 47217810 (USE FORMAT 7 FOR FULLTEXT)
NEARING ZERO
Smith, Steve
Brandweek, p44
March 17, 1997
ISSN: 1064-4318
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade

•Word Count: 1432

... comprising only 20% of the population, can account for 75% of grocery volume. In-store **coupon** distribution, multiple **product** incentives, and database targeting via mail and **POP** are effective ways to deliver value to these consumers.

Then there are the coupon-faithful...

?

File 15:ABI/Inform(R) 1971-2000/Jul 12
(c) 2000 Bell & Howell
File 16:Gale Group PROMT(R) 1990-2000/Jul 11
(c) 2000 The Gale Group
File 160:Gale Group PROMT(R) 1972-1989
(c) 1999 The Gale Group
File 9:Business & Industry(R) Jul/1994-2000/Jul 12
(c) 2000 Resp. DB Svcs.
File 623:Business Week 1985-2000/Jul W1
(c) 2000 The McGraw-Hill Companies Inc
File 810:Business Wire 1986-1999/Feb 28
(c) 1999 Business Wire
File 275:Gale Group Computer DB(TM) 1983-2000/Jul 12
(c) 2000 The Gale Group
File 624:McGraw-Hill Publications 1985-2000/Jul 11
(c) 2000 McGraw-Hill Co. Inc
File 813:PR Newswire 1987-1999/Apr 30
(c) 1999 PR Newswire Association Inc
File 636:Gale Group Newsletter DB(TM) 1987-2000/Jul 12
(c) 2000 The Gale Group
File 621:Gale Group New Prod.Annou.(R) 1985-2000/Jul 12
(c) 2000 The Gale Group
File 148:Gale Group Trade & Industry DB 1976-2000/Jul 12
(c) 2000 The Gale Group
File 20:World Reporter 1997-2000/Jul 12
(c) 2000 The Dialog Corporation plc

Set	Items	Description
S1	330198	POP OR POINT()OF()PURCHAS? OR POINT()OF()SALE OR POS OR EP- OS OR ELEC?()POINT(N2)SALE? OR CASH()REGISTER? OR SALES?(N2)T- ERMINAL?
S2	120628	(MONITOR? OR TRACK? OR OBSERV? OR MEASUR? OR OVERSEE) (N4) (ACTIVITY? OR SALES OR PURCHASES OR PURCHASING OR TRANSACTION- ?)
S3	21345	(MONITOR? OR TRACK? OR MEASUR? OR OBSERV? OR RECORD?) (N1- 0) ((ACTIVITY? OR SALES OR PURCHAS?) (N4) (LEVEL? OR RATE? OR OCCURANC?))
S4	532	S1 AND S3
S5	69	S4 (S) (COUPON? OR SUPPLEMENT?(N2)FUNCTION? OR ADDITION?(N- 2)FUNCTION? OR REBATE? OR REWARD? OR CERTIFICATE? OR INCENTIV- E? OR PROMOTION?)
S6	61	S5 NOT PY=1999:2000
S7	50	RD (unique items)
	?	

7/3,K/1 (Item 1 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2000 Bell & Howell. All rts. reserv.

01728085 03-79075

Changing the federal tax philosophy: A national value-added tax or retail sales tax?

Mikesell, John L
Public Budgeting & Finance v18n2 PP: 53-68 Summer 1998
ISSN: 0275-1100 JRNLD CODE: PBF
WORD COUNT: 7039

...TEXT: What is certainly clear is that a federal rate added to existing state and local **rates** would bring retail **sales** taxation into global **records** for such taxes; the rates would dramatically change the evasion calculus and bring significant stresses...

7/3,K/2 (Item 2 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2000 Bell & Howell. All rts. reserv.

01468817 01-19805

Making coupons count
Fields, Laura
Marketing PP: 27-29 Jul 10, 1997
ISSN: 0025-3650 JRNLD CODE: MAR
WORD COUNT: 1188

ABSTRACT: As with every other aspect of marketing, targeting is everything when it comes to **coupons**. Lifestyle data started the ball rolling. The Catalina system is an electronic marketing system that...

... The Catalina system works by acting as a passive loop between the checkout and the **electronic point of sale** controller in every supermarket. A new **coupon** system yet to hit the UK, but already a top-seller in the US, is Retail Targeted Marketing Systems (RTMS) Archer. Unlike the Catalina system and the in-store **coupon** dispenser, Archer **coupons** are posted to existing database customers based on information drawn from a customer loyalty scheme...

...TEXT: by acting as a passive loop between the checkout and the **electronic point of sale** (**EPOS**) controller in every supermarket. The checkout talks to the **EPOS** mainframe, which relays information back, while the Catalina system takes in all the messages, and...

... scanner which has a trigger, it sends a message to the printer to generate customised **incentives** along with the till receipt.

These triggers could be related to a credit card, cash...

...Omitted)

Captioned as: A confectionery counter at Sainsbury 's: one of the first to install **POP coupon** dispensers

According to Brian Gormley, managing director of Crawford Computing, it is only a matter of **purchasing** habits, but response **levels** can be **monitored** accurately and quickly, leaving the brand manager in control of the situation."

To entice browsers...

7/3,K/3 (Item 3 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2000 Bell & Howell. All rts. reserv.

01362940 00-13927

Software-based innovation

Quinn, James Brian; Baruch, Jordan J; Zien, Karen Anne

McKinsey Quarterly n4 PP: 94-119 1996

ISSN: 0047-5394 JRNL CODE: MCQ

WORD COUNT: 9896

...TEXT: times, breakdowns, operations, and overhead costs. Once a restaurant is functioning, GMR has an integrated **electronic point-of-sale** and operations management system directly connected to headquarters computers for monitoring and analyzing daily operations...

... performance, and controls staffing levels and products for holidays, times, seasonality, weather, special offers, and **promotions**. All of these lower innovation investments, cycle times, and risks.

At the logistics level, using...

7/3,K/4 (Item 4 from file: 15)

DIALOG(R) File 15:ABI/Inform(R)

(c) 2000 Bell & Howell. All rts. reserv.

01271448 99-20844

Cleaning up with OSCAR: New computerized POS management system will cut costs, boost efficiency

Anonymous

Nation's Restaurant News v30n30 PP: 72 Aug 5, 1996

ISSN: 0028-0518 JRNL CODE: NRN

WORD COUNT: 1048

...TEXT: like take sales measurement to the next level so we can track incremental gains from **promotions**, " he says. "We need to start to do the stuff that the packaged goods guys..."

7/3,K/5 (Item 5 from file: 15)

DIALOG(R) File 15:ABI/Inform(R)

(c) 2000 Bell & Howell. All rts. reserv.

01187460 98-36855

Speaking easy about beverages, & more!

Arrizza, John

Discount Merchandiser v36n4 PP: 66-69 Apr 1996

ISSN: 0012-3579 JRNL CODE: DMD

WORD COUNT: 1788

...TEXT: program known as Club Bev! The company's database marketing system collects data at the **cash register** with scanners and uses the information gathered to tailor special offers and purchase **rewards** to its customer base. At the same time, the system accumulates information about customer preferences...

... code on the back, and we scan it when they come through," explains Boone. "We **track** their **purchases** at the SKU level and we mail them The Club Bev Insider-a flyer describing new items, special **promotions**, and discounts-about nine times a year.

"A series of postcards is mailed to selected..."

7/3,K/6 (Item 6 from file: 15)

DIALOG(R) File 15:ABI/Inform(R)

(c) 2000 Bell & Howell. All rts. reserv.

01146805 97-96199

Hot markets for 1996

Mallardi, Vincent

American Printer v216n3 PP: 37-41 Dec 1995

ISSN: 0744-6616 JRNL CODE: APR
WORD COUNT: 2535

...TEXT: will almost offset the overall decline. Packaging and documentation print may reach \$7 billion, with promotional point-of-purchase (POP), ad ROP and insert printing adding another \$700 million.

Home improvement ranks #4 as demographic...graphics that prolong these "now available without a prescription" drugs.

Retail pharmacies (+12%) are where POP shelftalkers, coupon -dispensers and displays will help move more repackaged and re-positioned pharmaceuticals, the latter resulting...

7/3,K/7 (Item 7 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2000 Bell & Howell. All rts. reserv.

01142196 97-91590

Price discrimination using in-store merchandising
Dhar, Sanjay K; Hoch, Stephen J
Journal of Marketing v60n1 PP: 17-30 Jan 1996
ISSN: 0022-2429 JRNL CODE: JMK
WORD COUNT: 10167

...TEXT: as,

(all equations omitted)

During a bonus buy period, the discount is given at the cash register and rung up automatically as soon as the product is scanned. Therefore, any person who...

... the percentage sales increase for the promoted brand from a bonus buy. For in-store coupons , however, promotion costs are determined by the consumer's transaction costs. Consumers who are price sensitive and have lower opportunity costs of time actively seek out coupons and redeem them at the counter for discounts. Non-price-sensitive consumers are less likely to incur the extra transaction costs of redeeming a coupon . Therefore, during an in-store coupon period, the discount is not given on all units scanned, but only on units bought with a coupon . The instore coupon redemption rate, R, calculated as (# coupons redeemed / units scanned), is therefore always less than or equal to the 100% redemption rate for bonus buys. Consequently, during the in-store coupon period,

(equation omitted)

where (equation omitted) is the percentage increase in sales for the promoted... with any form of merchandising support (temporary price reduction, feature advertising, and/or display). The level of competitive brand promotional activity during the test periods was consistent with that observed during the baseline period. Across all five test categories approximately 30% of the unit volume was sold with some form of promotional support. This procedure is not as sophisticated as the baselining that Information Resources, Inc. and...we first examined our data, we were skeptical about what seemed to be low redemption rates . However, redemption activity is greater than the 30% rate observed for instantly redeemable on-pack coupons (Manufacturer's Coupon Control Center 1989).

It is important to recognize the heterogeneity in the price sensitivity (Narasimhan... the same as in the previous study; we discuss only the key differences here. We measured the percentage changes due to the changes in the level of discount in unit sales for the promoted brand and directly competing brands in the category. No competitive promotions were run. We used the semilog sales response functional form found to provide

the best...

... were then used in the computation of optimal pass-through, based on Equation 5 for **coupons** and Equation 7 for bonus buys.

To estimate the sales and redemption response parameters, we...

7/3,K/8 (Item 8 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2000 Bell & Howell. All rts. reserv.

00911780 95-61172

Retailers explore new applications for customer counting technology
Robins, Gary
Stores v76n9 PP: 43-47 Sep 1994
ISSN: 0039-1867 JRNLD CODE: STR
WORD COUNT: 2041

...TEXT: advance, but also could recommend such things as opening and closing times and product stocking **levels** for promotional activity .

One of the **observations** that has come out of SHOPPERTRAK, Carey notes, is that when the traffic rises, the...

7/3,K/9 (Item 9 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2000 Bell & Howell. All rts. reserv.

00858270 95-07662

Building an image via direct response
Crumbley, Jack
Direct Marketing v56n12 PP: 23-25 Apr 1994
ISSN: 0012-3188 JRNLD CODE: DIM
WORD COUNT: 1952

...TEXT: that the useness of direct response marketing has always been determined by the metrics of **sales** , lead generation, **coupon** redemption **rates** and so on.

This **measurable** efficacy is the principal reason for the growing popularity of direct marketing among marketing executives...

... some unfortunate results. General advertising veterans give lip service to the objective of making the **cash registers** ring but still blanch at the suggestion that their creative department should stoop to the level of asking consumers to call an 800 number, return a **coupon** or visit a retail outlet.

Accountability is avoided by continued reliance on limited measures of...

7/3,K/10 (Item 10 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2000 Bell & Howell. All rts. reserv.

00798598 94-47990

Strength in numbers
Eisman, Regina
Incentive v167n12 PP: 53-55 Dec 1993
ISSN: 1042-5195 JRNLD CODE: IMK
WORD COUNT: 2056

...TEXT: Salespeople also participate in a few add-on, short-term incentives that use team-based **measures** . "We use **sales** teams at the district **level** to encourage teamwork within the district," Haltigin says. This year, for instance, one program sent...

... month spurt program where each of the 14 teams had its own sales objective. "These **incentives** provide focus for very specific goals, like to get the year off to a fast...

7/3,K/11 (Item 1 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2000 The Gale Group. All rts. reserv.

05953298 Supplier Number: 53218956 (USE FORMAT 7 FOR FULLTEXT)
Planet City Software Demonstrates its 'E-COMM-KIT' at Comdex Revolutionary New Software Package Brings E-Commerce to the Masses Without Massive Overhead.

Business Wire, p1091
Nov 16, 1998
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 631

... ready to post banner ads, provides users with the ability to easily create on-line **promotions** and search engine links, and also offers simple financial features to keep track of sales...

...popular accounting packages). Other important features include a client database that allows businesses to keep **track** of their customers, a comprehensive inventory control system to **monitor sales** and product inventory **levels**, and credit card authorization facilities that use the latest generation security protocols on the Internet...

7/3,K/12 (Item 2 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2000 The Gale Group. All rts. reserv.

05534791 Supplier Number: 48388143 (USE FORMAT 7 FOR FULLTEXT)
Central European Media Enterprises Ltd. Announces Results For 1997's Fourth Quarter and Year-End
PR Newswire, p330HSM043
March 30, 1998
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 4751

... increased production costs incurred to meet relatively high original production requirements in the Slovak Republic.

POP TV's EBITDA improved by \$3,544,000, or 69%, to negative \$1,613,000...

...revenues offset in part by higher operating expenses. The revenue growth is a result of POP TV's increased audience share and the related increase in its share of the overall...

...Slovenia. Increased audience demand for locally produced programming resulted in higher production costs. In addition, POP TV expenses increased due to technical expansion and the addition of the new second channel...

...acquired programming and an expanded programming library. Marketing costs increased in 1997 due to a **promotional** campaign for Gajba TV.
PRO TV's EBITDA improved by \$3,070,000 to negative...

7/3,K/13 (Item 3 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2000 The Gale Group. All rts. reserv.

03121028 Supplier Number: 44256093 (USE FORMAT 7 FOR FULLTEXT)

The Perils Of Labels

Billboard, p81

Nov 27, 1993

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; General

Word Count: 1275

... property and industrial sectors, generating profits for their Beijing bosses.)

This negligence has killed entrepreneurial incentive . Local producers are assigned a certain level of record sales each year. If they exceed the figure, all profits go to the company's overseeing...

...that second half million.'

Local executives blame the pre-eminence of Hong Kong and Taiwan pop sales on Beijing's blind spot to promotion and marketing. 'Only now are they starting to recognize the importance of packaging. But still...

...have to spend most of our money on manufacturing, and there is nothing left for promotion ,' says Yuchi Huanhui, former head of China Audio/Visual Publishing and now in the Cultural...

7/3,K/14 (Item 4 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2000 The Gale Group. All rts. reserv.

03104138 Supplier Number: 44230921 (USE FORMAT 7 FOR FULLTEXT)

Street-wise shops reveal what's in store for dance: Independent retailers still play a vital role in breaking new releases, says

Music Week, p31

Nov 13, 1993

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 1206

... because of the filtration process that they represent,' says Jonathan Richardson of west London company Pop Promotions .

'It's much easier to leg it down the local store where the owner has

...

7/3,K/15 (Item 5 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2000 The Gale Group. All rts. reserv.

03082458 Supplier Number: 44197754 (USE FORMAT 7 FOR FULLTEXT)

UJB's Sales Strategist

Bank Technology News, p4

Nov, 1993

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 2389

... the sales data to the host. The system then can produce reports at the headquarters level to monitor sales performance and related incentives and bonuses of each sales person, branch, division, and bank. UJB plans to track this...

7/3,K/16 (Item 6 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2000 The Gale Group. All rts. reserv.

02823074 Supplier Number: 43794206 (USE FORMAT 7 FOR FULLTEXT)

The Big Stores Fight Back

InformationWeek, p25

April 26, 1993

Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Tabloid; General Trade
Word Count: 1896

... enough, the customer service desks in all stores.

Sears believes customers would rather order gift certificates or make payments at any checkout counter equipped with a POS terminal than brave the long lines that often form at separate customer service areas.

The...

7/3,K/17 (Item 7 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2000 The Gale Group. All rts. reserv.

01816799 Supplier Number: 42292591
Chocolate retailer Laura Secord makes CASE for RDBMSs
Computing Canada, p30
August 15, 1991
Language: English Record Type: Abstract
Document Type: Magazine/Journal; Trade

ABSTRACT:

...end-users. The RDBMSs being created with the CASE tool will be used in a POS application that involves collecting cash flow, inventory, and sales data from the 200 Laura Secord stores across Canada. The application will let management monitor sales , special promotions , and inventory levels .

7/3,K/18 (Item 8 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2000 The Gale Group. All rts. reserv.

01555062 Supplier Number: 41902423 (USE FORMAT 7 FOR FULLTEXT)
Disney's Proprietary Research Says Jungle Could Rival Mermaid Video Store, v0, n0, p32
March, 1991
Language: English Record Type: Fulltext Abstract
Document Type: Magazine/Journal; Trade
Word Count: 586

ABSTRACT:

...Nabisco's 'Nilla Wafers, Teddy Grahams, Honey Maid Grahams or Honey Graham Bits with the cash register receipt.

... 12, 52 million homes will receive a free-standing insert highlighting the Jungle Book Nabisco rebate on its front page. The \$5 rebate is redeemable only through July 31, and requires consumers to mail in the cassette's proof of purchase certificate , along with a proof of purchase for Nabisco's 'Nilla Wafers, Teddy Grahams, Honey Maid Grahams or Honey Graham Bits with the cash register receipt.

The rebate will also be highlighted on 10 million boxes of Nabisco products. Extensive...

7/3,K/19 (Item 9 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2000 The Gale Group. All rts. reserv.

01550842 Supplier Number: 41897008 (USE FORMAT 7 FOR FULLTEXT)
Measuring The Impact: Quick Response and The Bottom Line
Chain Store Age Executive with Shopping Center Age, p8B
March, 1991
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 920

... Price-look-up, used in conjunction with scanning devices, eliminates the need to re-ticket promotional merchandise and reduces item shrink resulting from incorrectly rung prices at POS .

Administrative expenses: Today, more than 90% of all trade invoices are received through the mail...

7/3,K/20 (Item 1 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
(c) 2000 Resp. DB Svcs. All rts. reserv.

02199586 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Data Bases

(Becoming more popular in retail stores and malls are kiosks, which provide customers with an alternative for getting products, information, and services from stores)

BrandMarketing Supplement to Supermarket News, v V, n 7, p 26+
July 1998

DOCUMENT TYPE: Journal ISSN: 0018-3660 (United States)

LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 2391

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...mail services, and a message service from up to nine kiosks in each mall.

"We track everything that's being purchased at the mall level . We provide coupons , " Miglino says. "If we know you're frequently shopping at Foot Locker, we'll provide you with Reebok coupons . There's entertainment information, so people can view different movie trailers and check out music...coupons, its newest versions print out a shopping list -- with the savings deducted at the cash register .

7/3,K/21 (Item 2 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
(c) 2000 Resp. DB Svcs. All rts. reserv.

01873460 (USE FORMAT 7 OR 9 FOR FULLTEXT)

'Time is Money' drives supply chain re-engineering
(In 1994, Revco made a decision to revamp and simplify each facet of its procurement, distribution and store merchandising procedures)

Drug Store News, v 19, n 10, p 320+
June 16, 1997

DOCUMENT TYPE: Journal ISSN: 0191-7587 (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 2810

(USE FORMAT 7 OR 9 FOR FULLTEXT)

ABSTRACT:

...store merchandising procedures. This was a huge undertaking, but enabled by the chainwide penetration of POS scanning as well as other tools, as well as the cooperative attitude among marketing, logistics...

...information and merchandising personnel in a years-long development program that proved arduous, but ultimately rewarding . The success of the task also depended on the cooperation of Revco's vendors and...

TEXT:

...store merchandising process. It was a mammoth task, made possible by the chainwide penetration of POS scanning and other tools, and by the willingness of marketing, logistics, management information and merchandising people to work together in a years-long development program that proved arduous but ultimately rewarding .

The success of the task also depended on the cooperation of Revco's vendors, and...and inventory. It's not a min-max system."

What's more, he continued, "All promotional events fit electronically into the system, and it adjusts for the ad forecast." In addition, the chain's five years of historical POS data gives Revco "a good handle on where our shrink comes from, buy item and..."

7/3,K/22 (Item 3 from file: 9)

DIALOG(R)File 9:Business & Industry(R)
(c) 2000 Resp. DB Svcs. All rts. reserv.

01550494 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Majors enter Polish soundcarrier market grows as piracy falls
(Total soundcarrier sales in Poland reached \$88.7m in 1995, all five majors are represented in Poland and are increasing their market share)

Music & Copyright, n 90, p 8

May 22, 1996

DOCUMENT TYPE: Newsletter ISSN: 0968-0322 (United Kingdom)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 2618

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...term contracts with domestic producers. These are settled quarterly. Both include a 50% rebate for sales over a certain level . ZAIKS has also signed 80 individual record release contracts under which the record company must pay authors' rights for the number pressed...

7/3,K/23 (Item 1 from file: 275)

DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 2000 The Gale Group. All rts. reserv.

01353497 SUPPLIER NUMBER: 08346000 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Retailer puts OS/2 to work in sophisticated POS system. (Barney's retail stores use OS/2 based point of sale network)

Lovejoy, Paula

PC Week, v7, n15, p69(2)

April 16, 1990

ISSN: 0740-1604 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 872 LINE COUNT: 00068

...ABSTRACT: cards, on-line credit switching, electronic mail, inventory control, and financial management. The software combines POS with such back-office functions as a customer profile system that captures customer purchases from POS and uses the data for marketing and promotion analysis. Barney's officials say that the implementation of Atrium has been smooth.

... Up Customers

STS' customer-profile system, for instance, is based on capturing customer purchases from POS and using this data for promotion analysis and marketing analysis. The data can be used for everything from mailing catalogs to...

7/3,K/24 (Item 2 from file: 275)

DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 2000 The Gale Group. All rts. reserv.

01352519 SUPPLIER NUMBER: 08182804 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Database directory 1990. (buyers guide)

Data Based Advisor, v8, n1, pS18(77)

Jan, 1990

DOCUMENT TYPE: buyers guide ISSN: 0740-5200 LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 46989 LINE COUNT: 04063

... MapCode, [6] MapInfo 4.0, [6] Mark 7 Church Management, [27] Marketing Systems, [27] Marriage Certificate Writer, The, [27] Mass Mailer, [16] Mass Mailer, [27] Master File, [2] Math CoProcessor, [24] MAXHelp, [13] MAXPro POS , [27] McMax, [1] MDBS IV, [1] MEAMS, [27] Medi-Mate, [27] MediaBase, [4] Medical Management...

7/3,K/25 (Item 1 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2000 The Gale Group. All rts. reserv.

03169258 Supplier Number: 46491721 (USE FORMAT 7 FOR FULLTEXT)
SIEMENS NIXDORF: Bonusprint to use Siemens Nixdorf Electronic Point of Sale terminals across the UK
M2 Presswire, pN/A
June 25, 1996
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 552

... Carlson Associates Limited, has won an order to install Siemens Nixdorf BEETLE Point of Sale (PoS) systems into Bonusprint, the UK's leading photographic processor. Bonusprint will use the powerful PC- based PoS systems in 36 branches across the UK to quickly process customer transactions, monitor stock levels and collate complex sales data for effective promotional campaigns.

The joint solution replaces Bonusprint's existing electronic cash registers which did not provide...

...latest market-driven changes within the retail sector."
Bonusprint will use Carlson Associates System 660 EPoS software which, in addition to supporting scanning and payment facilities, offers the ability to enquire...

...and incorporates fully integrated debit and credit card processing. System 660 also features an extensive promotions module and customer loyalty facilities.

Carlson Associates Limited is dedicated to supplying Electronic Point of...

7/3,K/26 (Item 1 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

10535086 SUPPLIER NUMBER: 53075971 (USE FORMAT 7 OR 9 FOR FULL TEXT)
MAJORS STILL PLUGGING DESPITE SHAKY ENVIRONMENT.
Lannert, John
Billboard, 60(1)
Oct 10, 1998
ISSN: 0006-2510 LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 1932 LINE COUNT: 00150

... Brazil's most popular singers of all time--Roberto Carlos. New artists getting a strong promotional push next year are three-girl, two-boy pop vocal group Penelope Charmosa and pop act Mestre Ambrosio.

Calainho points out that Celine Dion, Aerosmith, Gloria Estefan and Ricky Martin...

7/3,K/27 (Item 2 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

10495130 SUPPLIER NUMBER: 21171411 (USE FORMAT 7 OR 9 FOR FULL TEXT)

THE NEW REALITY: COPING WITH THE CRUNCH.

McCLURE, STEVE

Billboard, v110, n39, p117(1)

Sept 26, 1998

ISSN: 0006-2510

LANGUAGE: English

RECORD TYPE: Fulltext

WORD COUNT: 5164

LINE COUNT: 00403

TEXT:

...toward an "American-style" production system, in which artists, producers and record companies share both **rewards** and risks on a more equitable basis than the system that now prevails in Japan...

...huge role in getting their artists on TV So the influence of artists' management on **promotion** is stronger than record companies." But, Maruyama points out, that could change if there is...

...the popularity of musical genres and artists that are less dependent on TV exposure for **promotion**. Inagaki, for his part, stresses that cultural and social factors unique to Japan explain why...

...Maruyama, his mentor from the days when Komuro was part of top-selling Epic/Sony **pop** trio TMN. But, in what was seen as a major blow to Maruyama's plans...of 10 of the best recent albums that display the creativity and diversity of Japanese **pop**. Artist: UA Album: "Ametora" Label: Speedstar Distributor: Victor Entertainment Publisher: Various Management: aloha productions Booking...and superb lyric-writing skills, Ua has set a new template for intelligent, adult Japanese **pop**. Artist: CORNELIUS Album: "Fantasma" Label: Trattoria Menu Distributor: Polystar Publisher: Polystar Publishing Management: 3-D...

...to veer into the experimental (theremin, anyone?), Cornelius never strays too far from the basic **pop** ethos of creating catchy, hummable tunes. His greatest weakness is a tendency toward self-indulgence...

...point), but, overall, "Fantasma" is a wonderful example of how some of Japan's best **pop** musicians assimilate Western musical influences and combine them in original, quirky ways. Artist: SUPER BUTTER...

...a rich, ambient sound that's worlds away from the trebly tinniness of mainstream Japanese **pop**. Artist: BUFFALO DAUGHTER Album: "New Rock" Label: Grand Royal Distributor: Toshiba-EMI Publisher: Buffalo Taught... ...released by a Japanese major label. Cool tracks include "Great Five Lakes," a sort of **pop** mini-symphony that starts with a brief rap bit reminiscent of Cibo Matto, quickly followed...

...music. The only 'Japanese' thing about BD's music is the surreal spin on Western **pop** culture that only an outsider could come up with. Artist: TAKASHI HIRAYASU Album: "Kariyushi No..."

...album is a timely reminder that, underneath all the ephemeral schlock that dominates the Japanese **pop**-music scene, there's still some real, honest music to be heard. Artist: VARIOUS Album...

...winner. While the first two ("Japanese Homegrown I and II) included everything from jangly girl-**pop** to noise, "Homegrown Beats" concentrates on the slippery genre known as electronica. The result is...Japanese. On "Evil And Flowers," Bonnie excels at everything from material in the Japanese girl-**pop** vein ("Eve's Apple") to dense, spacey pieces like "Kingyo Goldfish." The album was produced...

...capital, have the kind of passion and anger that's too often lacking in Japanese **pop**. And, like Takashi Hirayasu, A.R.B.'s Ryo Ishibashi has a gutsy voice that...have made employees more profit-conscious. People are now very conscious of manufacturing, publicity and **promotional** costs. What effect will Seagram's recent purchase of PolyGram have on PolyGram K.K ...

...beat is raucous and like early British bands, but the melody is kayokyoku (traditional Japanese **pop**), and the lyrics are very suitable

for young Japanese. To me, British melodies are more...

...SALES WATCH Average retail album price (\$U.S.): \$17.76 to \$19.89
Mechanical royalty rate : 6% Sales tax on sound recordings : 5% Unit production (January-June 1998): 244.4 million Change from January-June 1997: +5...

...Gold-album award: 200,000 domestic units, 100,000 int'l units MEDIA WATCH (key promotional outlets) "Music Station" on TV Asahi MTV Japan Space Shower TV NHK FM Inter FM What's In (Sony Magazines)--350,000 circ. Backstage Pass (Shinko Music)--200,000 circ. Pop Beat (Shufu to Seikatsu sha)--150,000 circ. Alene 37c (Ongaku Senka sha)--100,000...

7/3,K/28 (Item 3 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

10170510 SUPPLIER NUMBER: 20366163 (USE FORMAT 7 OR 9 FOR FULL TEXT)
An analysis of the ramifications of key tax reform proposals on small business proprietorships.
Fleischman, Gary M.; Payne, Thomas H.
Arkansas Business and Economic Review, v30, n3, p12(10)
Fall, 1997
ISSN: 0004-1742 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 4008 LINE COUNT: 00330

... this revenue source. Hence, ultimate passage of this proposal is extremely tenuous since the required sales tax rate for Federal revenue neutrality would be prohibitive. In addition, monitoring and compliance problems would increase with the aggregate sales tax rate since little economic incentive exists for collection at the retail level. Therefore, the National Retail Sales Tax will not...

7/3,K/29 (Item 4 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

09841343 SUPPLIER NUMBER: 19785666 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Its global reach. (Italian music industry) (The Billboard Spotlight:
Italy) (Industry Overview)
Dezzani, Mark
Billboard, v109, n24, p47(5)
June 14, 1997
DOCUMENT TYPE: Industry Overview ISSN: 0006-2510 LANGUAGE:
English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 2346 LINE COUNT: 00190

ABSTRACT: Italy's music industry has developed at a rapid pace with international sales growth recorded at unprecedented levels. This is due partly to the Italian government's support of the industry which is evident in the new incentives and laws. Meanwhile, tension is brewing between the music retail sector and the major multinational...

7/3,K/30 (Item 5 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

09701222 SUPPLIER NUMBER: 19714175 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Systems n' software. (point-of-sale systems for retailers)
Murphy, Meghan
Party & Paper Retailer, v12, n7, p32(4)
July, 1997
ISSN: 0899-6008 LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 1315 LINE COUNT: 00110

... allows centralized processing of inventory from your main store or office. Through unattended polling, TAM **tracks** each store's order, **sales** and on-hand **level** individually. TAM will run on Windows 3.1, Windows 95 and DOS. For support and...

7/3,K/31 (Item 6 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

09646794 SUPPLIER NUMBER: 17904689 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Despite downturn, promising developments for Swiss market. (GSA)
Tilli, Robbert; Duffy, Thom
Billboard, v107, n46, p67(2)
Nov 18, 1995
ISSN: 0006-2510 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 931 LINE COUNT: 00078

... is now working with former PolyGram hard-rock act China. The latest addition to its **pop** roster is Familie Trueb, reports **promotion** manager Alexander Naepflin.

K-Tel has moved beyond its success in the compilation field with...

7/3,K/32 (Item 7 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

09140361 SUPPLIER NUMBER: 18876628 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Production listings. (periodical publishing) (Directory)
Folio: the Magazine for Magazine Management, v25, n18, p87(35)
Annual, 1997
DOCUMENT TYPE: Directory ISSN: 0046-4333 LANGUAGE: English
RECORD TYPE: Fulltext; Abstract
WORD COUNT: 30187 LINE COUNT: 02667

... Kaplan
*PCAS CONTRACTS, I/Os & RECEIVABLES for single/multiple magazine publishers. Display/classified adv, short **rates /rebates**.

*SM3 **SALES** & CONTACT MANAGEMENT links client to agency & **tracks** advertising. Ad reports, call reports & I/Os. *ACS CIRCULATION system for BPA, ABC & Non-Audited...

7/3,K/33 (Item 8 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

09014110 SUPPLIER NUMBER: 18739734 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Schmitt Music at 100. (Schmitt Music Co.) (includes related articles on the transformations undergone by Schmitt Music Co.'s mall locations and its top executives from 1890 until the present date)
Music Trades, v144, n8, p106(8)
Sep, 1996
ISSN: 0027-4488 LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 2756 LINE COUNT: 00221

... most detailed procedure manuals that clearly lays out everything from the procedures for running the **cash register** to writing out a gift **certificate**. Explaining the importance of proper training, Curt Karls, vice-president of the music instrument and...

7/3,K/34 (Item 9 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

08928181 SUPPLIER NUMBER: 18542012 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Data base dividends. (frequent shopper programs)
Hammel, Frank
Supermarket Business, v51, n3, p109(7)
March, 1996
ISSN: 0196-5700 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 4156 LINE COUNT: 00332

... the customer-specific purchase data of the shoppers they serve - card programs are eclipsing "clipless" **coupons** in the same way that inventory control, automatic reordering and labor forecasting have transcended **POS** scanning.

And while card glut might appear to give retailers fewer opportunities to win market...says Mark Hannay, vice president of retail marketing for Catalina Marketing (St. Petersburg, Fla.).

By tracking household purchases electronically and requiring that threshold **purchase levels** be met, he says, retailers "build margins and volume while rewarding shoppers at the same time." In the consumer's mind, Hannay adds, that free turkey...

7/3,K/35 (Item 10 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

08899044 SUPPLIER NUMBER: 18562140
Making the back-of-the-house state of the art. (Company Profile: Applebee's International Inc.)
Liddle, Alan
Nation's Restaurant News, v30, n30, p68(4)
August 5, 1996
ISSN: 0028-0518 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 4468 LINE COUNT: 00355

... like take sales measurement to the next level so we can track incremental gains from **promotions** , he says. "We need to start to do the stuff that the packaged goods guys...

7/3,K/36 (Item 11 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

08542710 SUPPLIER NUMBER: 18109475 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Tailoring distribution to suit retailers. (software distribution) (CRW Special Report) (Industry Trend or Event)
Georgianis, Maria V.
Computer Retail Week, v6, n129, p63(5)
March 18, 1996
ISSN: 1066-7598 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 2387 LINE COUNT: 00197

... "captains" is in place in some form at rackjobbers GT Interactive and Handleman. Both collect **POS** data daily and replenish inventory based on rates of sale. Their systems rely on algorithms...

...a buyer from concerns of being over- or understocked. There's more time to plan **promotions** and set overall goals for sales, margins and turns.
"More (retailers) are turning to this..."

7/3,K/37 (Item 12 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

07276873 SUPPLIER NUMBER: 15499985 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Should consumers come with warning labels?
Adams, Doug
Food & Beverage Marketing, v13, n5, p48(1)

May, 1994

ISSN: 0731-3799

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 1004

LINE COUNT: 00082

... more than 25% of items purchased in 110 of the categories studied were bought on **promotion**. Consumers demonstrated their understanding of basic economic tenets at the **cash register** by waiting for the anticipated "Sale" before buying.

In addition to being excellent students of...

...are required to develop a complete picture of the consumer: (1) in-store information that **tracks item level sales**, and (2) household data that explores the underlying purchase dynamic. Strategic decisions affecting brand and category management rely on an understanding of issues such as cross-channel purchasing, outlet loyalty, **promotion responsiveness** and brand switching patterns.

Armed with this double shot of consumer information, distributors and ...

7/3,K/38 (Item 13 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

06776494 SUPPLIER NUMBER: 14648566 (USE FORMAT 7 OR 9 FOR FULL TEXT)
The perils of labels. (record companies) (The Billboard Report: China)

Levin, Mike

Billboard, v105, n48, p81(2)

Nov 27, 1993

ISSN: 0006-2510 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 1381 LINE COUNT: 00106

... property and industrial sectors, generating profits for their Beijing bosses.)

This negligence has killed entrepreneurial **incentive**. Local producers are assigned a certain **level of record sales** each year. If they exceed the figure, all profits go to the company's overseeing...

...that second half million."

Local executives blame the pre-eminence of Hong Kong and Taiwan **pop sales** on Beijing's blind spot to **promotion** and marketing. "Only now are they starting to recognize the importance of packaging. But still...

...have to spend most of our money on manufacturing, and there is nothing left for **promotion**," says Yuchi Huanhui, former head of China Audio/Visual Publishing and now in the Cultural...

7/3,K/39 (Item 14 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

06484156 SUPPLIER NUMBER: 13996014 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Promotion budgeting and control in the fast food industry.

Jizba, Barbara; Fleming, Mary M.K.

International Journal of Advertising, v12, n1, p13(12)

Wntr, 1993

ISSN: 0265-0487 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 2948 LINE COUNT: 00251

... unit employees, as is possible with coupon offers, electronic cash registers can be programmed to **record promotional transactions** separately. Alternatively, incremental **sales** above an estimated benchmark **level** as previously defined can be used. Both methods of calculating incremental sales, however, make the assumption that the sales are incremental and would not have occurred without the **promotional effort**.

Although difficult to measure, the longer-term effects of promotional programmes, such as increased...

7/3,K/40 (Item 15 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

05922930 SUPPLIER NUMBER: 12720821 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Will daily scan data become the standard for all decision support?

(innovations in the supermarket industry exhibited at the Food Marketing Institute's annual convention)

Shulman, Richard E.

Supermarket Business, v47, n6, p17(3)

June, 1992

ISSN: 0196-5700 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 2396 LINE COUNT: 00192

... used for frequent-shopper rewards.

The business case will be to determine whether or not **rewards** paid in this manner, e.g., at the **POS** to members only, are more effective than simply marking down the price to all customers...

7/3,K/41 (Item 16 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

05589911 SUPPLIER NUMBER: 11649593 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Interactive marketing: exploiting the age of addressability.

Blattberg, Robert C.; Deighton, John

Sloan Management Review, v33, n1, p5(10)

Fall, 1991

ISSN: 0019-848X LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 6428 LINE COUNT: 00620

... The cashier uses an optical scanning wand to read the card's bar code. The **cash register**'s memory immediately fills with a picture of your transactions over the past year. Your...

...dollar amount of today's purchases, and at the end of the year receive a **certificate** for free products at Bob's, valued at perhaps 1 percent of your cumulative spending. As a member of the program you also receive **coupons** from manufacturers who participate in Bob's frequent buyer program.

On the surface the card...definition against another.

Catalina Marketing of Los Angeles recently attached a coupon printer to supermarket **cash registers**. It generates **coupons**, printed on the supermarket shopper's receipt, offering discounts on future purchases. The **coupons** are based on the purchases the consumer has just made. For instance, the system can offer a customer who buys a product's trial size an **incentive** to try the large size. It can encourage a user of one variant to sample the rest of the line. Each **coupon** is not haphazard but a precisely targeted tool in the process of forging a personal...

...the supermarket till. There are

plans

for a more advanced checkout savings frequent shopper program.

Reward America (Citicorp **POS**). 1.5 million households, 19

participating

food retailing chains, 500 stores. Targeting 25 million households...

7/3,K/42 (Item 17 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

05180732 SUPPLIER NUMBER: 10625904 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Measuring the short-term effect of in-store promotion and retail

advertising on brand sales: a factorial experiment.
Bemmaor, Albert C.; Mouchoux, Dominique
Journal of Marketing Research, v28, n2, p202(13)
May, 1991
ISSN: 0022-2437 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 6360 LINE COUNT: 00514

... data, experiments enable one to control for a perfect match between the duration of the **promotion** and the measurement of sales. Such a match would probably imply the use of daily...

...store 2, 25,000 sq. ft.; store 3, 26,000 sq. ft. The number of **cash registers** was: store 1, 14; store 2, 19; store 3, 20. Their average monthly sales (measured...)The inflection deal rates are positive for all brands but DD1 and CL1 (for unadvertised **promotions**). They range from 4% to 37% with a mean of 16% for unadvertised **promotions** and from 13% to 72% with a mean of 36% for advertised **promotions**; those deal rates are much higher than the normally practiced deal rates. (6)One way...Addona, William J. Hawkes, and John C. Porter (1987), "SCAN*PRO [R]: A Model to Measure Short-Term Effects of Promotional Activities on Brand **Sales**, Based on Store-Level Scanner Data," working paper, Johnson Graduate School of Management, Cornell University. Woodside, Arch G. and...

7/3,K/43 (Item 18 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

03940356 SUPPLIER NUMBER: 07585569 (USE FORMAT 7 OR 9 FOR FULL TEXT)
1989 **Marketing News directory of software for marketing**.
Marketing News, v23, n9, p12(12)
April 24, 1989
ISSN: 0025-3790 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 15984 LINE COUNT: 01283

... by sales managers, market directors, & top management for sales forecasting & budgeting, market analysis & segmentation, setting **sales compensation levels**, & **tracking** actual performance against budgets 4. IBM 286/386 micros, DOS 3.0 or later, Enhanced...

7/3,K/44 (Item 19 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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03923020 SUPPLIER NUMBER: 07637143 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Ivey's budgets \$30M to update aging systems. (department store chain updates information systems)
Haber, Holly
WWD, v157, n104, p14(1)
May 30, 1989
ISSN: 0149-5380 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 842 LINE COUNT: 00065

... year or early in 1990, Ivey's plans to extend to all stores a computer-**tracked** sales incentive program. The scheme ranks **sales associates** in five **levels** according to **sales** and customer service, enabling them to earn higher pay and more perks according to productivity
...

7/3,K/45 (Item 20 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

03900038 SUPPLIER NUMBER: 06967948 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Second Annual Directory of Human Resources Services, Products and Suppliers, January 1989. (directory)

Personnel, v66, n1, pD1(167)
Jan, 1989

DOCUMENT TYPE: directory ISSN: 0031-5702 LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 155534 LINE COUNT: 14711

... Jack Warbington
No. of Employees: 5
PERSONNEL CALENDAR is a business
tool designed to effectively record and
analyze such employee activity as vacations,
sick leave, tardiness, other types of
absenteeism, employee evaluations, and any
comment or...

7/3,K/46 (Item 21 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

03483481 SUPPLIER NUMBER: 06362711 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Better mgmt., more space can boost ice cream profits. (supermarket profits)
Karolefski, John
Supermarket News, v38, n7, p27(1)
Feb 15, 1988
ISSN: 0039-5803 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 628 LINE COUNT: 00050

... outstanding job in supporting ice cream products with such vehicles
as paid demonstrations, cents-off coupons , extensive radio and television
advertising and various POS materials.

"Some very aggressive marketing from some of the major manufacturers
has really helped the..."

7/3,K/47 (Item 22 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

02980360 SUPPLIER NUMBER: 04557857 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Dried fruits. (marketing increases demand) (Consumer Expenditures Study)
Hammel, Frank
Supermarket Business, v41, p156(2)
Sept, 1986
ISSN: 0196-5700 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 1033 LINE COUNT: 00084

... been more diverting, the export markets have improved, and
consumption is matching last year's record levels ."

Increased export sales and domestic consumption, meanwhile, have
boosted sales tonnage to 300,000 tons, narrowing the gap...

7/3,K/48 (Item 23 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

02165680 SUPPLIER NUMBER: 03435043 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Nordstrom's: a model for service. (column)
Gilbert, Les
HFD-The Weekly Home Furnishings Newspaper, v58, p90(1)
Sept 17, 1984
DOCUMENT TYPE: column ISSN: 0746-7885 LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT
WORD COUNT: 1708 LINE COUNT: 00138

... of store management, such people learn on the job that adherence to
this philosophy is rewarded in terms of personal customer loyalty as well

as higher-than-average commissions and hourly **rate** compensation.

* Establishment of **sales** quotas as a **measure** of performance to ensure continued employment is a discipline that's understood by competitive individuals...

7/3,K/49 (Item 24 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c) 2000 The Gale Group. All rts. reserv.

01883566 SUPPLIER NUMBER: 02994854 (USE FORMAT 7 OR 9 FOR FULL TEXT)

The microcomputer connection; these miniature units can augment a distributor's main system with a host of sophisticated, specialized applications.

Institutional Distribution, v19, p95(6)

Nov, 1983

ISSN: 0020-3572 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 3897 LINE COUNT: 00307

... Martin Brothers has developed an incentive program for buyers, based upon computer reports of weekly **sales** costto inventory level . "For investment control, we **monitor** overages as continuously as shortages, Martin says. "We track all items which do not sell...

7/3,K/50 (Item 1 from file: 20)

DIALOG(R)File 20:World Reporter
(c) 2000 The Dialog Corporation plc. All rts. reserv.

01278313 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Central European Media Enterprises Ltd. Announces -2-
PR NEWSWIRE

March 30, 1998 11:23

JOURNAL CODE: WPRW LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 1248

(USE FORMAT 7 OR 9 FOR FULLTEXT)

POP TV's EBITDA improved by \$3,544,000, or 69%, to negative \$1,613,000...

...revenues offset in part by higher operating expenses. The revenue growth is a result of POP TV's increased audience share and the related increase in its share of the overall...

... Slovenia. Increased audience demand for locally produced programming resulted in higher production costs. In addition, POP TV expenses increased due to technical expansion and the addition of the new second channel...

... acquired programming and an expanded programming library. Marketing costs increased in 1997 due to a **promotional** campaign for Gajba TV.

PRO TV's EBITDA improved by \$3,070,000 to negative...

?

File 350:DERWENT WPIX 1963-2000/UD=, UM=, & UP=200030
(c) 2000 Derwent Info Ltd

File 347:JAPIO Oct 1976-2000/Jan(UPDATED 000611)
(c) 2000 JPO & JAPIO

Set	Items	Description
S1	14981	POP OR POINT()OF()PURCHAS? OR POINT()OF()SALE OR POS OR EP- OS OR ELEC?()POINT(N2)SALE? OR CASH()REGISTER? OR SALES?(N2)T- ERMINAL?
S2	292	(MONITOR? OR TRACK? OR MEASUR? OR OBSERV? OR RECORD?) (N1- 0) ((ACTIVITY? OR SALES OR PURCHAS?) (N4) (LEVEL? OR RATE? OR OCCURANC?))
S3	0	S1 AND S3
S4	1	S1 AND S2
?		

4/7/1 (Item 1 from file: 347)

DIALOG(R) File 347:JAPIO

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03782294 **Image available**

POS TERMINAL

PUB. NO.: 04-147394 [JP 4147394 A]

PUBLISHED: May 20, 1992 (19920520)

INVENTOR(s): NOMURA YOJIRO

APPLICANT(s): NEC ENG LTD [329822] (A Japanese Company or Corporation), JP
(Japan)

APPL. NO.: 02-271760 [JP 90271760]

FILED: October 09, 1990 (19901009)

ABSTRACT

PURPOSE: To improve the efficiency of sales registration processing by installing between two sacker tables a passage sensor monitoring means for monitoring passing of a person and on the basis of the **monitoring** means by controlling stopping and restarting of sending **sales** data to an upper **level** machine.

CONSTITUTION: Between sacker tables 13 and 14 on which **POS** terminals 11 are to be installed, a light emitter 5 and light receptor 6 are installed. A shopper passes between the light emitter and the light receptor, a passage sensor monitoring means 7 senses a person passing therebetween. The passage sensor monitoring means 7 then informs a sales data sending means 9 of the passage of a person to determine whether to send data to the upper level machine or not. Although when completing sales registration for one shopper, the sales data sending means 9 tries to start sending data, if passage of the next shopper is detected, the sales data sending means 9 prepares for the next sales registration processing. If not detecting, the sales data sending means 9 carries out the next sending. Even during sending data, if the next shopper is detected, the sending is interrupted.
?

File 348:European Patents 1978-2000/Jun W03
(c) 2000 European Patent Office
File 349:PCT Fulltext 1983-2000/UB=, UT=20000608
(c) 2000 WIPO/MicroPatent

Set	Items	Description
S1	15614	POP OR POINT()OF()PURCHAS? OR POINT()OF()SALE OR POS OR EP- OS OR ELEC?()POINT(N2)SALE? OR CASH()REGISTER? OR SALES?(N2)T- ERMINAL?
S2	2532	(MONITOR? OR TRACK? OR MEASUR? OR OBSERV? OR RECORD?) (N1- 0) ((ACTIVITY? OR SALES OR PURCHAS?) (N4) (LEVEL? OR RATE? OR OCCURANC?))
S3	0	S1 AND S3
S4	75	S1 AND S2
S5	7	S1(S)S2
?		

00708106,

METHOD AND APPARATUS FOR DEFINING ROUTING OF CUSTOMERS BETWEEN MERCHANTS
PROCEDE ET APPAREIL PERMETTANT DE DEFINIR L'ACHEMINEMENT DE CLIENTS ENTRE
DES COMMERCANTS

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Patent and Priority Information (Country, Number, Date):

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Application: WO 99US22060 19990922 (PCT/WO US9922060).

Priority Application: US 98166405 19981005

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CU; CZ; DE; DK; EE; ES; FI; GB; GD; GE; GH; GM; HR; HU; ID; IL; IN; IS;
JP; KE; KG; KP; KR; KZ; LC; LK; LR; LS; LT; LU; LV; MD; MG; MK; MN; MW;
MX; NO; NZ; PL; PT; RO; RU; SD; SE; SG; SI; SK; SL; TJ; TM; TR; TT; UA;
UG; US; UZ; VN; YU; ZA; ZW; GH; GM; KE; LS; MW; SD; SL; SZ; TZ; UG; ZW;
AM; AZ; BY; KG; KZ; MD; RU; TJ; TM; AT; BE; CH; CY; DE; DK; ES; FI; FR;
GB; GR; IE; IT; LU; MC; NL; PT; SE; BF; BJ; CF; CG; CI; CM; GA; GN; GW;
ML; MR; NE; SN; TD; TG

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Fulltext Availability:

Detailed Description

Detailed Discription

... merchant and/or the soliciting merchant.

A first merchant is selected (step 1802), and its **activity rate** is **measured** (step 1804) to determine whether it is sufficiently idle to receive customers that are "routed" from other (outputting) merchants. The measurements may be made, for example, by a **POS** terminal with which customers are interacting, by another device in a store, or by a web server that measures the number of customer accessing a web site. The **measurements** or data indicative of the **activity rate** would then be transmitted to the server 210 (FIG. 2) via a store controller in communication with the **POS** terminal or other device. Alternatively, the measurements may be transmitted to the Internet service provider 120 (FIG. 1). The server 210 or Internet service provider 120 could **measure** the **activity rate** by receiving the **measurement** signal and/or by receiving transaction data (or other data) from which an **activity rate** can be **measured**.

If the **measured activity rate** is not less than a first predetermined threshold (step 1806), then the merchant is not...

...to purchase.

A second merchant different from the first merchant (i.e. the merchant whose **activity rate** was **measured**) is selected (step 1816), and its **activity rate** is **measured** (step 1818) to determine whether it is sufficiently busy to "route" customers to the first merchant. The

measurements may be made, for example, by a **POS** terminal with which customers are interacting, by another device in a store, or by a) via a store controller in communication with the **POS** terminal or other device. Alternatively, the measurements may be transmitted to the Internet service provider...

5/3,K/2 (Item 2 from file: 349)
DIALOG(R) File 349:PCT Fulltext
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00697148

METHOD AND APPARATUS FOR DETERMINING WHETHER A VERBAL MESSAGE WAS SPOKEN DURING A TRANSACTION AT A POINT-OF-SALE TERMINAL

PROCEDE ET DISPOSITIF PERMETTANT DE VÉRIFIER QU'UN MESSAGE VERBAL A BIEN ETE PRONONCE PENDANT UNE TRANSACTION A UN TERMINAL DE POINT DE VENTE

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Patent and Priority Information (Country, Number, Date):

Patent: (WO 200010069) WO 0010069 A2 20000224

Application: WO 99US18357 19990812 (PCT/WO US9918357)

Priority Application: US 98135179 19980817

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Fulltext Availability:

Detailed Description

Detailed Discription

... disadvantageous to pause transactions since that would increase the waiting time of those customers.

The **activity rate** of the **POS** terminal 200 is **measured** (step 1502). For example, the **POS** terminal 200 may **measure** the number of completed transactions per period of time (transaction **rate**), the number of items **purchased** through the **POS** terminal 200 per period of time (item sale **rate**), profitability per period of time, profitability...

...or the number of offers accepted by customers per period of time (acceptance **rate**). The **POS** terminal 200 may also measure the number of customers, such as the number of customers in a store or the number of customers in the vicinity of the **POS** terminal 200, through input signals received from a sensor (not shown) in communication with the processor 202. Many other types of measurements may be made by the **POS** terminal 200.

The **POS** terminal determines whether the activity **rate** is below a predetermined threshold...

5/3,K/3 (Item 3 from file: 349)

DIALOG(R)File 349:PCT Fulltext

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00678791

METHOD AND APPARATUS FOR SELLING AN AGING FOOD PRODUCT AS A SUBSTITUTE FOR AN ORDERED PRODUCT

PROCEDE ET APPAREIL PERMETTANT DE VENDRE UNE DENREE ALIMENTAIRE VIEILLISSANT COMME PRODUIT DE REMplacement D'UN ALIMENT COMMANDE

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Patent and Priority Information (Country, Number, Date):

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Application: WO 98US19644 19980921 (PCT/WO US9819644)

Priority Application: US 9883483 19980522

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Fulltext Availability:

Detailed Description

Detailed Discription

... the table 1900 may be used.

FIG. 20 describes a method 2000 performed by a POS terminal of the restaurant apparatus 10 (FIG. 1) for automatic acceptance of an offer. When the offer is provided (step 2002), the POS terminal determines the time to maintain the offer (step 2004). For example, the table 1900...

...times. In addition, such times may be adjusted based on the activity rate of the POS terminal. For example, it may be desirable to reduce the time to maintain the offer if there are several other customers waiting in line behind the current customer. Measurements of activity rates and corresponding adjustments based on such rates are described in commonly-owned U.S. Patent...

5/3,K/4 (Item 4 from file: 349)

DIALOG(R)File 349:PCT Fulltext

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00597774

METHOD AND SYSTEM FOR PROCESSING SUPPLEMENTARY PRODUCT SALES AT A POINT-OF-SALE TERMINAL

PROCEDE ET SYSTEME DE TRAITEMENT DE VENTES DE PRODUITS SUPPLEMENTAIRES A UN TERMINAL DE POINT DE VENTE

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Patent and Priority Information (Country, Number, Date):

Patent: WO 9843149 A2 19981001
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Priority Application: US 97822709 19970321; US 97841791 19970826; US 98920116 19980320; US 9845386 19980320

Designated States: AL; AM; AT; AU; AZ; BA; BB; BG; BR; BY; CA; CH; CN; CU; CZ; DE; DK; EE; ES; FI; GB; GE; GH; GM; GW; HU; ID; IL; IS; JP; KE; KG; KP; KR; KZ; LC; LR; LS; LT; LU; LV; MD; MG; MK; MN; MW; MX; NO; NZ; PL; PT; RO; RU; SD; SE; SG; SI; SK; SL; TJ; TM; TR; TT; UA; UG; UZ; VN; YU; ZW; GH; GM; KE; LS; MW; SD; SZ; UG; ZW; AM; AZ; BY; KG; KZ; MD; RU; TJ; TM; AT; BE; CH; DE; DK; ES; FI; FR; GB; GR; IE; IT; LU; MC; NL; PT; SE; BF; BJ; CF; CG; CI; CM; GA; GN; ML; MR; NE; SN; TD; TG

Publication Language: English

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Fulltext Word Count: 52338

Fulltext Availability:

Detailed Description

Detailed Description

... process or never perform the supplemental process.

In one embodiment of the present invention, a **POS** terminal **measures** one or more criteria, such as an **activity rate** of a terminal, and performs a supplementary process if the criteria are less than predetermined thresholds. In another embodiment, a **POS** terminal **measures** an **activity rate** of a terminal, determines an offer schedule in accordance with the activity rate, and in...of supplementary process initiates with the **POS** terminal 4010 of FIG. 50 and FIG. 51 **measuring** one or more criteria, such as the **activity rate** of the **PO** **S** terminal 4010 (step 4042). For example, the **POS** terminal 4010 may **measure** the number of completed transactions per time (transaction **rate**), the number of items **purchased** through the **POS** terminal 10 per period of time (item sale **rate**), or the number of upsells accepted by customers per period of time (upsell acceptance **rate**). The **POS** terminal 4010 may measure the number of customers, such as the number of customers in a store or the number of customers in the vicinity of the **POS** terminal 4010, through input signals received from the sensor 4022. Many other types of measurements may be made by the **POS** terminal 4010.

The **POS** terminal 4010 then determines, based on the **measured activity rate** or other criteria, whether to perform a supplementary process, such as offering an upsell in exchange for change due. In one embodiment, the **POS** terminal 4010 compares the activity rate to a predetermined threshold. Such a threshold may be...
...of seven transactions per ten minute period.

If the comparison is valid, (e.g., the **measured activity rate** is less than the threshold), then the **POS** terminal 4010 performs the supplementary process (step 4048). The **POS** terminal 4010 may perform the supplementary process by executing instructions of the program 4024 (FIG. 50). Alternatively, the **POS** terminal 4010 may perform the supplementary process by sending control signals from the control device ...is received).

As an illustration of the above-described method 4040, the **POS** terminal

may measure an activity rate , and determine if the activity rate is less than a predetermined threshold. If so, the POS terminal then determines an upsell in dependence on a purchase, as described in a parent...

...SUPPLEMENTARY PRODUCT SALES AT A POINT-OF-SALE TERMINAL, filed on August 26, 1997. The POS terminal further determines an upsell price in dependence on the purchase, and offers the customer...

...other embodiments, the POS terminal 4010 may further select a supplementary process based on the measured activity rate or other criteria. For example, it may be desirable that different types of offers are provided to customers depending on the activity rate of the POS terminal. In particular, more time consuming offers are provided when the measured activity rate is low, while quicker offers are provided when the measured activity rate is high.

FIG. 53 is a table 4060 that illustrates an offer schedule, which may... performed for more than one POS terminal. For example, the server computer 4102 may (i) measure the activity rate of any or all of the POS terminals 4104, 4106 and 4108, (ii) determine whether to provide a supplementary process at any or all of the POS terminals 4104, 4106 and 4108, (iii) enable or disable one or more systems for providing...

...supplementary process, and/or (iv) transmit an override signal to any or all of the POS terminals 4104, 4106 and 4108. The server computer 4102 may also collect data from the POS terminals 4104, 4106 and 4108, thereby aggregating information about the processes that each POS terminal performs. For example, each POS terminal may measure its own activity rate , and transmit to the server computer 4102 signals indicative of the measured activity rate . The server computer 4102 may then determine an overall activity rate for the network 4100 of POS terminals.

The measured activity rate may be, for example, the number of POS terminals in use (processing transactions) or the percentage of POS terminals in use. Based on the activity rate, the server computer 4102 may determine whether to permit the supplementary process to be performed at each POS terminal. Alternatively, the server computer 4102 may determine which of the POS terminals are to perform the supplementary process.

FIG. 56 shows a table 4120 that illustrates...

5/3,K/5 (Item 5 from file: 349)

DIALOG(R)File 349:PCT Fulltext

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00545556

PROMOTIONAL LINKED DISPLAY FOR ELECTRONIC POINT OF SALE DEVICES
AFFICHAGE PROMOTIONNEL RELIE AUX DISPOSITIFS ELECTRONIQUES DE POINTS DE VENTE.

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Priority Application: AU 9650 19960524

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LS; MW; SD; SZ; UG; AM; AZ; BY; KG; KZ; MD; RU; TJ; TM; AT; BE; CH; DE;
DK; ES; FI; FR; GB; GR; IE; IT; LU; MC; NL; PT; SE; BF; BJ; CF; CG; CI;
CM; GA; GN; ML; MR; NE; SN; TD; TG

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Fulltext Availability:

Detailed Description

Detailed Discription

... prize value is displayed after a preceding win, perhaps for a long period if the **cash register** is not **recording sales** at a great **rate** in a particular time period.

When the printer 7 produces a win voucher the operator...

5/3,K/6 (Item 6 from file: 349)

DIALOG(R)File 349:PCT Fulltext

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00399171

METHOD AND APPARATUS FOR REAL-TIME TRACKING OF RETAIL SALES OF SELECTED PRODUCTS

PROCEDE ET APPAREIL DE SUIVI EN TEMPS REEL DES VENTES AU DETAIL DE CERTAINS PRODUITS

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Patent and Priority Information (Country, Number, Date):

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Priority Application: US 94236210 19940502

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Fulltext Availability:

Detailed Description

Detailed Discription

... Capture:

As shown in FIG. 2, a typical store has multiple scanners 50 and corresponding **POS** terminals 52. These are connected &Tough the communication loop 14 to a store **POS** controller 54, as is conventional. To capture data for use in accordance with the invention...

...for purposes of the invention, and a product movement data log file, in which **item-level sales** transaction **records** are **recorded** for all product sale items detected by the **POS** terminals via the loop attachment device 56. In the system as illustrated, the data capture...

5/3,K/7 (Item 7 from file: 349)

DIALOG(R)File 349:PCT Fulltext

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00302398

METHOD AND APPARATUS TO CONTROL DIET AND WEIGHT USING HUMAN BEHAVIOR MODIFICATION TECHNIQUES

PROCEDE ET APPAREIL DE SUIVI D'UN REGIME ET DU POIDS PAR DES TECHNIQUES DE MODIFICATION DU COMPORTEMENT HUMAIN

Patent Applicant/Assignee:

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CI; CM; DE; DE; DK; DK; ES; ES; FI; FR; GB; GN; GR; HU; IT; JP; KP; KR;
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Fulltext Availability:

Detailed Description

Detailed Discription

... display capability. It implements all interactions, including limited keys form of alphanumeric input, and handles pop up windows and audio signals. In addition, it provides an extensive context-sensitive user help...

...voice recognition, voice output, interfaces to sensors and transducers (e.g., scales, heart and pulse monitors, blood samples, CO₂ levels, activity sensors, pedometers), IPC barcode readers, printers or communications links.

IV. Typical UBer DaV...

?